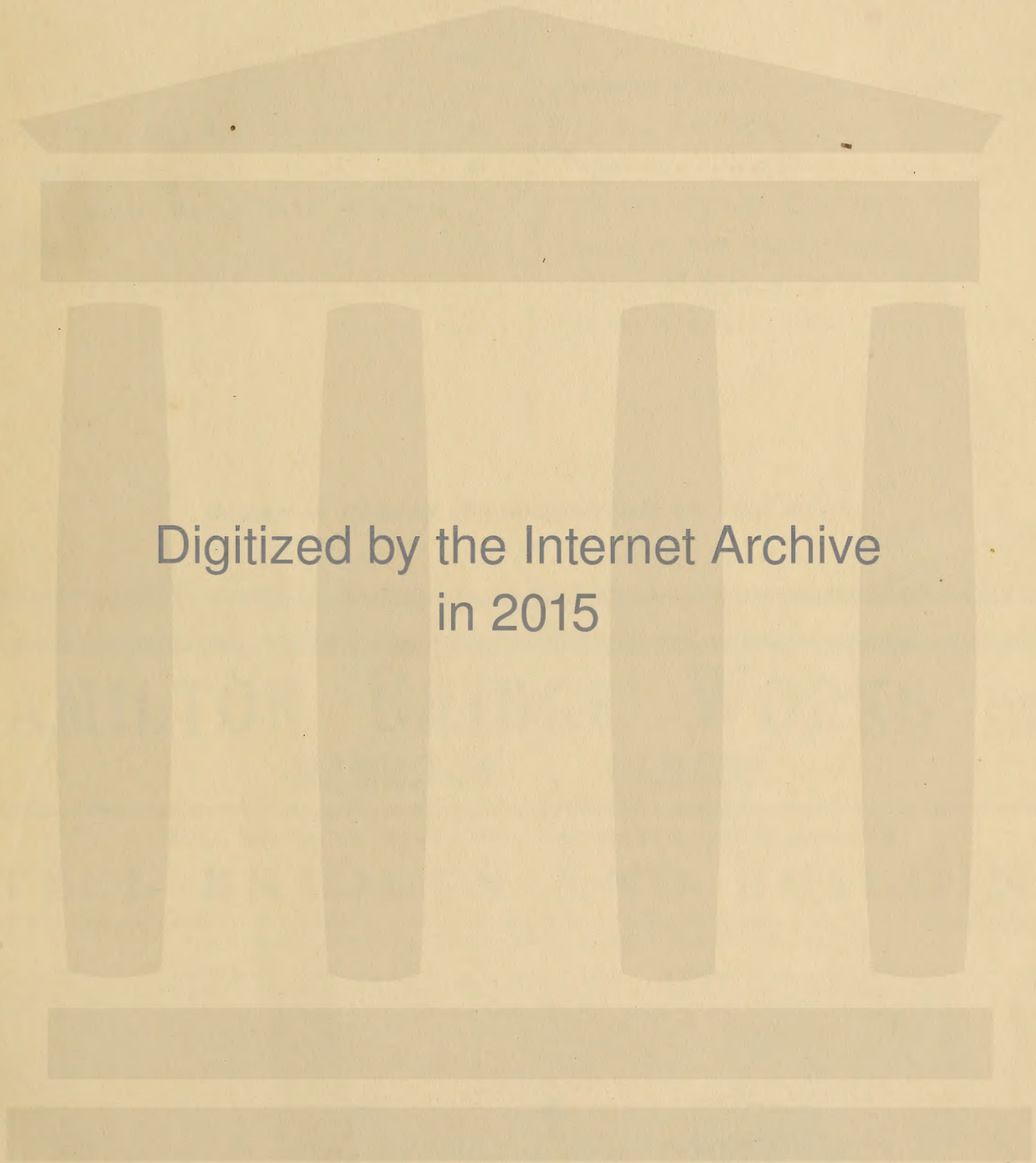
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August, 1912 - July, 1913

CONTENTS

	Page
Editorials	55
The Adulteration Act. By Dr. A. McGill	60
Immigration Photos	61
Banks and Canada's Foreign Trade. By H. M. P. Eckardt	62
The Value of the Whitefish Industry. By N. P. Neill	64
Suggestions for the Housing Problem. By Dr. C. J. C. O. Hastings	66
Wisconsin's Industrial Commission	70
The Made-in-Canada Train. By H. D. Scully	72
Annual Meeting Toronto Branch	76
Changes Needed in Patent Act	80
Lignite Briquettes for Fuel. By G. D. Casson	83

Index to Display Advertisements on next page

129947
22/11/13.

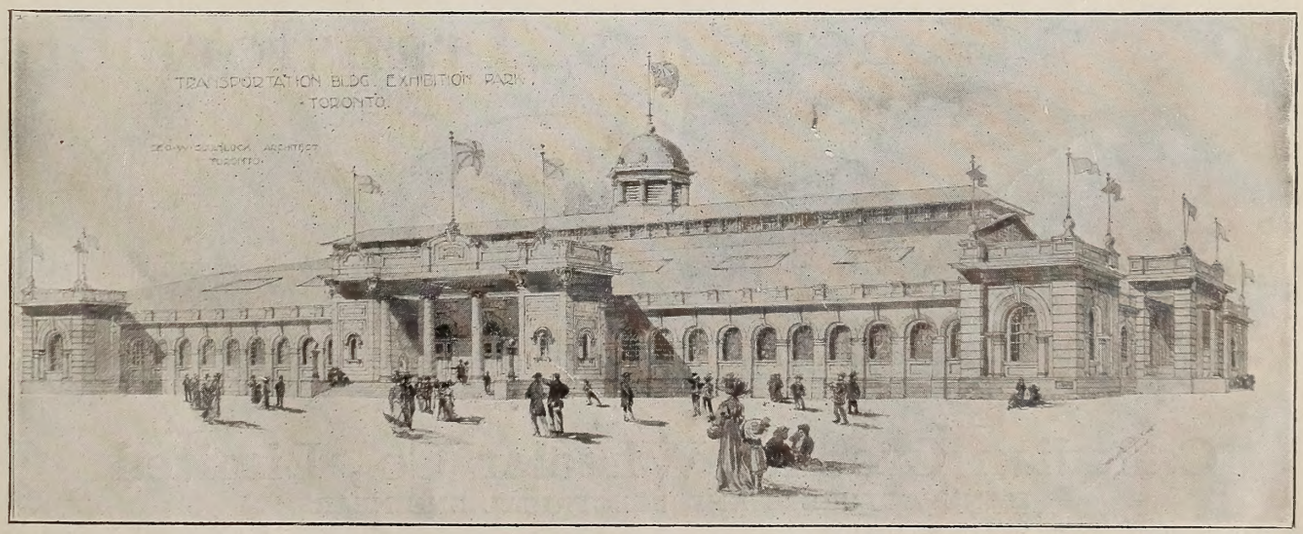
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INDEX TO DISPLAY ADVERTISEMENTS

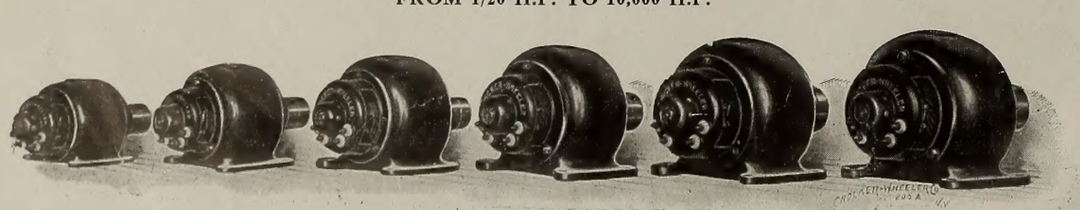
Acetylene Construction Co. ... 49
American Can Co. ... 35
Atkins, E. C. Saw Co. ... 102
Ault & Wiborg Co., of Canada ... 42
Banfield, W. H. & Sons ... 130
Beatty, M., & Sons ... 110
Berlin Machine Works ... 13
Berry Bros. ... 21
Bertram, John, & Sons Co. ... 5
Boeckh Bros. ... 35
Boiler Inspection & Insurance Co. ... 94
Booth-Coulter Copper and Brass Co. ... 112
Bradstreets ... 130
Brandon ... 11
British-American Oil Co ... Inside Front Cover
B. C. Mills Timber and Trading Co. ... 28
Business Systems ... 39
Calgary ... 7
Canada Foundry Co. ... 95
Canada Iron Corporation ... 48
Canada Machinery Corporation ... 31
Canada Metal Co. ... 124
Canada Iron & Wire Goods Co. ... 91
Canadian Appraisal Co. ... 50
Canadian Bank of Commerce ... 91
Canadian Billings and Spencer ... 130
Canadian Boomer & Boschert Press Co. ... 44
Canadian Bridge Co ... 130
Canadian Car and Foundry Co., Limited ... 23
Canadian Consolidated Rubber Co. ... Outside Back Cover
Canadian Crocker-Wheeler Co., Limited ... 2
Canadian Fairbanks-Morse Co., Ltd. ... 32
Canadian Drawn Steel Co., Limited ... 44
Canadian Hart Wheels ... 106
Canadian Oil Companies, Ltd. ... Inside Front Cover
Canadian H. W. Johns—Manville Co. ... 25
Canadian Street Car Advertising Co. ... 3
Canadian Steel Foundries ... 23
Canadian Sunbeam Lamp Co. ... 40
Canadian Tube & Iron Co ... 45
Canadian Pacific Railway ... 122
Canadian Westinghouse Co ... 53
Chapman Double Ball Bearing ... 50
Chemical Laboratories ... 130
Consolidated Mining and Smelting Co., of Canada, Limited ... 48
Conduits, Limited ... 116
Dart Union Co ... 26
Davidson, The Thos., Manufacturing Co. Limited ... 128
Dennis Wire & Iron Co. ... 34
Directory of Manufacturers ... 111
Dodge Mfg. Co. ... 16
Dominion Abrasive Co ... 112
Dominion Creosoting Co ... 132
Dominion Express Co ... 124
Dominion Paper Box Co ... 102
Dominion Steel Castings Co. ... 89
Dougall Varnish Works ... Inside Back Cover
Eddy, E. B., Co. ... 24
Elder, Dempster & Co. ... 121
Estevan ... 6
Eureka Mineral Wool & Asbestos Co. ... 112
Ford Motor Company ... 38
Galt Malleable Iron Co. ... 126
Garlock Packing Co. ... 45
General Fire Equipment Co., Limited ... 116
Gibbons, J. J. ... Outside Front Cover
Gilbertson J. J. ... 89
Glidden Varnish Co. ... 19
Globe, The ... 15
Goderich Organ Co., Limited, The ... 98
Goldie & McCulloch Co., Limited, The ... 12
Goodyear Tire & Rubber Co. ... 132
Gourlay, Winter & Leeming ... 27
Gramm Motor Truck Co. ... 37
Greening, The B., Wire Co., Limited ... 41
Greey, Wm. & J. G. ... 54
Gutta Percha and Rubber Mfg. Co., Limited ... Inside Back Cover
Hamilton Bridge Works ... 1
Hill Electric Switch ... 106
Hinde & Dauch Paper Co. ... 104
Hough Lithographing Co. ... 97
Hyde & Co., Francis ... 33
Industrial Publishing Co ... 92
Imperial Wire & Cable Co., Limited ... 89
Inglis, John, Co. ... 30
International Varnish Co. ... 20
Jeffrey Manufacturing Co ... 99
Jenckes Machine Co ... 54
Jones, J. L., Engraving Co. ... 124
Jones & Moore Co. ... 96
Kerr Engine Co., Limited ... 110
Leonard & Sons, E. ... 29
Lethbridge ... 86
Levy, R. J. ... 96
London and Lancashire ... 92
Lumen Bearing Co ... 99
Lysaght, John, Limited ... Inside Back Cover
Macdonald Mfg., Co. ... 22
Macey Office Equipment Co. ... 41
Manitoba Gypsum Co ... 98
Martin Corrugated Paper & Box Co. ... 22
Massey-Harris Co. ... 90
McDougall, The R. Co ... 34
McLaren, D. K. ... 38
McLaren, J. C., Belting ... 38
Meadows, The Geo. B. ... 17
Merchants Mutual Steamship Co. ... 120
Merriam G. & C. ... 21
Metallic Roofing Co. of Canada, Limited ... 91
Metal Shingle and Siding Co., Limited ... 11
Mitchell, Robt. & Co ... 94
Montreal Lithographing Co. ... 97
Moosejaw ... 8
Morrow, John, Screw ... 49
Morton, Phillips & Co. ... 130
National Acme Manufacturing Co. ... 4
National Machinery and Supply Co. ... 34
New Zealand Shipping Co. ... 118
Nichols Chemical Co., Limited, The ... 128
Nicholson File Co. ... 128
Northern Aluminum Co. ... 118
Northern Electric Co. ... 93
Nova Scotia Steel and Coal Co., Limited ... 43
Ontario Wind Engine and Pump Co. ... 112
Ormsby, A. B., Limited ... 99
Ottawa ... 10
Otterville Mfg. Co. ... 98
Page-Hersey Iron, Tube and Lead Co. ... 43
Page Wire Fence Co. ... 42
Packard Electric Co. ... 40
Pedlar People, The ... 36
Penman's Limited ... 39
Perrin, Wm. R. Co. ... 100
Phillips, Eugene F., ... 126
Pickford & Black ... 120
Pinchin Johnson Co ... 20
Polson Iron Works, Limited ... 126
Pratt & Letchworth ... Inside Front Cover
Purdy, Mansell & Co ... 116
Queen City Oil Co., Limited ... 128
Rhodes, Curry Co. ... 23
Riordon Paper Mills, Limited ... 108
Ritchie & Ramsay ... 108
Robb Engineering Co., Limited ... 26
Robins Limited. ... 27
Rockwood Sprinkler ... 33
Rolland Paper Co., The ... 108
Russell Motor Car Co ... 19
Saskatoon ... 9
Sheldons, Limited ... 25
Smart Bag Co., Limited, The ... 118
Souris ... 11
Standard Paint Co. ... 21
Standard Sanitary Mfg. Co. ... 14
Steel Co. of Canada ... 47
Steele, Wm., & Sons Co. ... 97
Southam Press ... 51
Tallman Brass and Metal Co. ... 46
Thomson, Tilley & Johnston ... 126
Thompson & Norris Co. ... Outside Back Cover
Toronto Hydro Electric System ... 88
Traders Bank ... 91
Trussed Concrete and Steel Co. ... 98
Union Drawn Steel Co. Limited ... 44
United Typewriter Co., Limited. ... 39
Vogel, H. G., Co ... 116
Walker, Hiram & Sons ... 100 and 114
Waterous Engine Works Co., Limited ... 29
Winnipeg ... 8

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ISSUED BY

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Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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A Quaker Convention.

IT would be in the interest of Canada to assemble annually in a summer convention a thousand farmers, a thousand union leaders, a thousand manufacturers and a thousand miscellaneous delegates from the professions, newspapers, railroads and retail business. They should be selected from all the provinces and should meet in the open air. Lake Temagami would be a good site. No politicians should be admitted. Public speeches should be barred, and delegates representing the same interest should be separated. The unit should be the quartette composed of a farmer, a unionist, a manufacturer and a nondescript. These quartettes would go on fishing, tramping, hunting and smoking expeditions. Far from the strife and noise of committee rooms, these citizens could discuss amicably questions of national importance. Any man losing his temper could be immersed in the lake until quenched. A spot should be segregated and named "Windbag Hill," where fulminating agitators, secessionists, lobbyists and busybodies could be tied together in pairs and slung over wires in the manner that tumultuous and irreconcilable tom-cats are stranded on village clothes-lines.

After a week of this sort of life, imaginary disagreements, the "East versus West" absurdity, the vague and unprofitable exchange of abuse and class hatred would probably be reduced to the verge of disappearance. As citizens of Canada one man would understand another, and instead of each man, or class, striving for self, all would labor for the national welfare.

During the following year, the farmer would remember the manufacturer, not as a "tariff baron," but as a jolly chap who was a good fisherman; and the unionist might fail to recognize in the man, who cooked "bannocks" over a fire of his own building, the "oppressor of labor" and the "wrongful owner of predatory wealth."

Thus, the four thousand delegates to this noiseless convention would become four thousand missionaries of good will—quietly illustrating the strength, prosperity and content of a united nation.

Questioning the Companies Act.

THE validity of the sections of the Companies Act requiring Dominion companies to become registered before carrying on business in British Columbia is questioned by the case of the John Deere Plow

A NEW DEPARTMENT.

We invite the attention of our readers to the new Buyers' Guide, which appears this month in INDUSTRIAL CANADA, and which will be a regular monthly department of this paper hereafter. It will be found in the last pages of the advertising section.

Company, on which Mr. Justice Murphy reserved judgment after a hearing on July 10th.

The Company, incorporated under Dominion charter with head office at Winnipeg, brought an action against a merchant in British Columbia who bought goods from the Company and refuses to pay for them on the ground that the Company is not licensed under the Companies Act. The Company applied for a license and was ready to comply with the conditions for obtaining it, but the license was refused because there was a "John Deere Plow Company," an American concern, registered under the Act. The solicitors for the plaintiff and defendant concurred in drawing a special case stating the points at issue.

The case involves the validity of the Extra-Provincial Licensing Acts of the other provinces of Canada in so far as they relate to Dominion companies.

Deaths by Fire.

THREE hundred and seventeen people were burned to death in Canada last year. During the first four months of 1912, the death roll was seventy-seven. Competent fire marshals would do much to reduce these figures.

"Big Business."

"SOME idea of the strength of the Grain-growers' Grain Company, the organization of the western Canadian farmers can be gathered from the statement of the year's trading, which shows a net profit of $121,614 for the past year, against $69,000 the previous year, and but $790 five years ago. The paid-up capital is $586,000, and, after paying a ten per cent. dividend, the directors recommended that $60,000 be added to the reserve fund, which now totals $200,000.

"The President said that the Company had practically closed with the Canadian Pacific Railway a deal whereby they would lease the big terminal elevator B at Fort William, Ont., and, with the Manitoba Government, for leasing its extensive system of internal elevators, both of which projects the meeting would be asked to ratify. The Company had also acquired timber limits at British Columbia, estimated to contain 300,000,000 feet, in anticipation of the time when they would go into that business on behalf of their shareholders."

The above Canadian Press despatch, which was sent out from Winnipeg on July 16th, gives us an opportunity to congratulate the Grain-Growers' Grain Company on a successful year. To pay a dividend of ten per cent. out of about half the net profit is equivalent to earning twenty per cent. Shareholders of industrial enterprises are usually forced to content themselves with less.

Ontario Immigration.

ABOUT 22,000 immigrants were handled by the Dominion Immigration Department, Toronto, for the first six months of the present year. Of these, 1,457 tried to secure positions in Toronto and vicinity. It is gratifying to witness the process of populating the prairies, but one should not forget that the old provinces of Canada retain many immigrants.

The Cabinet in England.

DURING July the following members of the Dominion Cabinet were in England:

Prime Minister and President of the Privy Council—Right Hon. R. L. Borden.

Minister of Trade and Commerce—Hon. George E. Foster.

Postmaster-General—Hon. L. P. Pelletier.

Minister of Marine and Fisheries and Naval Service—Hon. J. D. Hazen.

Minister of Justice—Hon. C. J. Doherty.

Minister of Inland Revenue and Mines—Hon. W. B. Nantel.

Member of the Cabinet, without Portfolio—Hon. A. E. Kemp.

Minister of the Interior—Hon. Robert Rogers.

Public attention has been fixed almost exclusively upon one item of business—the naval question. Canadian commercial interests are deeply concerned in maintaining the supremacy of the British fleet. Practically the entire country is agreed that we must contribute to it. But there are other important matters also occupying the minds of the Canadian ministers abroad. Mr. Foster has been studying trade questions. Mr. Pelletier is investigating parcel post and cable rates. Mr. Hazen is Minister of Marine and Fisheries as well as of the Canadian Navy. Mr. Doherty is before the Privy Council. Mr. Nantel is studying customs and Mr. Rogers will collect something about immigration before he returns. They are earning their holiday, and the next session of Parliament should produce results which will be beneficial to the manufacturing, financial and agricultural interests of Canada.

Chipping the Key-Stone.

VAGUE prophesies are abroad concerning future tariff reductions. Judging by some Free-trade papers the National Policy is to be levelled at a blow. No one claims that the Candian Customs Tariff is perfect. It may need scientific revision. But one point is clear—it is not a high tariff on the average. There are many stones in the proud arch of Canadian prosperity, but there is only one key-stone—and that is the National Policy. It may stand a little chipping, but shift it—and the structure goes down in ruin.

National Founders Association Circular.

A CIRCULAR letter recently issued to the members of the National Founders Association asks them to adopt the principle "Business Men to Washington" in future elections. The letter states that, out of five hundred and thirty-one Senators and Representatives in Washington, only about fifty have been schooled in commerce and manufacturing. A similar condition exists in Canada. As we have to send delegations of business men to Ottawa frequently to prevent bad legislation or to repeal that already in existence, it would save time and expense if we elected more business men members of the House.

Avoid Freight Delays.

MEMBERS of the Association should endeavor to get orders shipped west before the eastward movement of grain begins. It is probable that there will be a severe freight congestion and that west bound traffic will suffer.

Annual Convention.

DO not forget that the Annual Convention of the Association will be held in Ottawa on September 24, 25 and 26. The year 1913 promises to be great in the history of Canadian industry. Attend the Convention and assist in shaping the policy of the Association.

How the Wind Blows..

"The temporary failure owing to the action of the electorate of Canada of the effort to effectuate reciprocity with that country is regrettable. In all probability, however, the sober, second thought of the people of Canada will induce reconsideration of the action of last year. The temporary reduction of the duty on cement by the Canadian opponents of reciprocity is significant of the results that may in due course be expected."—Judge Parker at Democratic convention.

"Wider markets and free trade are much nearer Saskatchewan to-day than if attempted bribery and coercion of this Province had been successful. There are no more loyal people in the British Empire than the farmers of Saskatchewan and they will be no less loyal when the demand which they have voiced mightily to-day has been granted. It is a great and glorious day for Saskatchewan. The appeal to prejudice and the attempt to coerce have miserably failed."—Premier Scott, after the Saskatchewan election.

Sir Wilfrid Laurier re-pledged the Liberal party to the principle of Reciprocity in his recent speech at Montreal. With two powerful political parties, one on each side of the international boundary, determined to make Canada an "adjunct" of the United States, the fight to maintain the National Policy must go on.

"Made-in-Canada."

MR. F. P. MILLER, of the Booth-Coulter Copper and Brass Company, Toronto, has just returned from an extended trip to Europe, where he visited England, Scotland, Germany and Sweden. He states that Canadian manufacturers are making great progress in mastering the intricate processes of European industry. In speaking of the remarkable social organization of Germany and Sweden, Mr. Miller said: "I spent two weeks in Germany and three weeks in Sweden without seeing a pauper, a beggar or a drunken man."

His experience coincides with that of Mr. Malcolm McIntyre, Canadian Government Immigration Agent in Glasgow.

"I visited the docks of Hamburg, the shipping centre of Germany, recently," said Mr. McIntyre, "and I was agreeably surprised at the absence of loafers. Finally, I saw a little group of ragged half-intoxicated men, the only people in their condition visible. Coming closer to them, I heard their native tongue—English."

Frightening the West Indies.

THE news that United States merchants, especially those connected with the New York Produce Exchange, are doing everything possible to prejudice the West Indies against the trade agreement with Canada surprises no one in this country. It is stated that agents of United States mercantile firms have been sent to the West Indies to threaten retaliation. The cocoa producers, for example, have been told that a heavy duty will be placed on their product entering the United States. The United States naturally fears that Canada will take away part of the West Indian trade. Her opposition to the agreement is an indication of its value to Canada.

"All Nations."

LET us see how this Panama Canal tolls question may work out. The Hay-Pauncefote treaty states that "all nations" must be treated alike. Suppose that the following four classes of shipping make use of the Canal and share equally in the cost of maintenance, which, for the purpose of the illustration, place at $6,000,000. Then the charges will be divided in this way:

United States shipping (other than coastwise) . $1,500,000
United States shipping (coastwise) 1,500,000

British	1,500,000
French	1,500,000
Total	$6,000,000

But, say the Americans, we're not going to charge our coastwise shipping anything. Then the others will pay as follows:

United States shipping (other than coastwise)	$2,000,000
British shipping	2,000,000
French shipping	2,000,000
Total	$6,000,000

That is, the cost of passing United States coastwise shipping through the Canal would be paid by the other three. This would be a swindle under the interpretation of the treaty by all nations except the United States. Root, Burton and other of her leading citizens are against this sharp practice.

The United States contention is that she is not included under the term "all nations." She says it means "all nations but the United States." But the treaty says "all nations." Isn't the United States a nation, or must we refer to the world as being composed of "all nations and the United States?"

The public rebating of tolls by the United States Government would be quite a different matter. Referring again to the first table, it is clear that the United States Government can furnish the tolls for the first two classes, amounting to $3,000,000, and call it a subsidy. But the United States Government has no right under the following clause of the Hay-Pauncefote treaty to subsidize all or part of its own shipping and make all other nations pay that subsidy:

"The Canal shall be free and open to the vessels of commerce and of war of all nations observing these rules, on terms of entire equality, so that there shall be no discrimination against any such nation or its citizens or subjects in respect of the conditions or charges of traffic, or otherwise. Such conditions and charges of traffic shall be just and equitable."

Workmen's Compensation.

THE National Metal Trades Association of the United States received a report from its Committee on Workmen's Compensation at its annual convention in New York. The following extracts will be of interest to Canadian manufacturers:

"Already ten states have advanced legislation providing for the granting of compensation to injured workmen, while a similar number are investigating this question or are on the point of adopting such legislation. Enough has already been done in this country to show certain tendencies toward uniformity in important features. Generally speaking these laws in the several states present the following features or tendencies:

"1. While elective in form they are compulsory in fact.

"2. Compensation is practically all furnished by the employer.

"3. Compensation is based on 50 per cent. of weekly earnings in case of disability and the equivalent of three years' earnings in case of death.

"4. A reasonable medical and surgical attendance is provided immediately following the accident.

"5. Two weeks must elapse before payment of regular compensation begins.

"6. The idea of insurance conducted by the State or provided by the employers with State control, so prominent in Germany, for instance, finds little favor here in America; so far only in two states—Washington and Ohio.

"7. While State Boards of Administration are provided, in some cases there seems to be a decided tendency to place the adjustment of disputes in the hands of the Courts.

"This class of legislation, like everything else, is bound to have a development as the years go on, and such development will be based upon the experience of the various states. It will be the part of the Association to urge conservative action in such legislation wherever it is provided. Everything possible should be done to exhibit the attitude of this Association as favoring reasonable efforts to provide against industrial accidents in all lines of industry in which the Association is concerned. Generally speaking, the Committee feel that legislators appreciate intelligent interest of manufacturers, which too often is wanting in our state capitals. During the past year, following a resolution of the last Convention, there has been made a survey of the shops of a large number of our membership, with the purpose of inspecting what provisions are made in the way of safe-guarding machinery against accident." Canadian manufacturers are also recognizing the necessity for scientific compensation and are grappling with the problem accordingly.

A Harrowing Tale.

IN a recent issue, *Canadian Farm* publishes a tragedy, in which the chief characters are one R. Harrow, a Western homesteader, and an implement manufacturer who is designated "Old Sharker." The plot is unfolded in a series of letters. It appears that Mr. Harrow purchased a wagon from "Old Sharker" for $125, giving in payment a note, which is promptly marked No. 2,738,573. This indicates that "Old Sharker" is enjoying a period of commercial activity. When the note falls due, "Letter No. 1" is despatched to Mr. Harrow, who is awaiting it with morbid anticipation. He answers it by stating that hail has destroyed his crop, that one of his horses has expired through colic, and that he has only $100. "Old Sharker" despatches "Letter No. 2" demanding immediate settlement. In terror Mr. Harrow sends a cheque for $75 and the information that his wife is ill. "Old Sharker" writes again and Mr. Harrow replies that his wife is worse. "Old Sharker" is unmoved, and, in despair, Mr. Harrow promises to return the wagon

to the agent, and to make no claim for the $75, which goes to cover depreciation. In the meantime, Mr. Harrow's wife dies.

The article closes with the following item which is supposed to have been clipped from the local paper:

"Residents in the Fertilefield district will be sorry to hear of the tragic death of Mr. Richard Harrow, who was well known and highly respected in Fertilefield. Mr. Harrow's farm is situated about 20 miles from here. During the terrible blizzard which was experienced in this district last Tuesday, Mr. Harrow, who was on his way to town, was lost in the storm and frozen to death. The body was found within 5 miles of his home. One of the horses was also lying dead in the harness. A strange feature of the case is, that although Mr. Harrow owned a sleigh, and the trail was, at the time, far more suitable for a sleigh than a wagon, the unfortunate man was using his wagon when he met with his sad end."



Rt. HON. R. L. BORDEN,
Whose visit to England has created great interest.

On reading the article, the reader immediately concludes that it is a piece of burlesque. As such, it is humorous, though not so humorous as those serious arguments which are used so unscrupulously to inflame the minds of Western farmers against Eastern manufacturers.

The Two Kinds of Work.

"IT is fundamental that mankind must do stimulating work or retrogress," says Dr. Herman Schneider, Dean of the College of Engineering, University of Cincinnati. "This is the bed-rock upon which our constructive programmes of education, industry, sociology—of living, must rest."

Dr. Schneider divides modern work into two classes: energizing work and enervating work. The former, he says, is decreasing; the latter, increasing. According to his opinion, the locomotive engineer provides the best example of energizing work, because it is done in the open air, requires all-round physical development, constant mental application, readiness to meet emergencies, and willingness towards self-sacrifice. On the other hand, the work of a girl in a steam laundry, he thinks, is the best illustration of an enervating occupation, because it is followed in vitiated air, while in a strained physical position, and with mechanical monotony.

"It is only within the past two generations that mankind has worked in masses within walls," continues Dr. Schneider. "For centuries men did individual, self-directed work almost entirely in the open."

He declares that we are flying in the face of history by creating staffs of high-trained brain workers to direct armies of toilers, who are being reduced to physical machines. It is among those whose occupations are mechanical, he says, that strikes usually originate. He goes further and phophesies that if the tendency to turn men and women into machines is not checked, that the industrial unrest will increase. As remedies, he advises close attention to sanitation, reduction of noise, and provision for the social instincts of workers.

Perhaps Dr. Schneider has been too quick and certain in his generalization and classification, but there is much good sense in some of his statements. The employer who regards his employees as a set of machines, to be oiled up regularly, repaired occasionally and "scrapped" when slightly out-of-date, will suffer from strikes, discontent, inefficiency and resignations. He cannot discharge his obligations to his employees by signing the pay roll cheques. There is an invisible social contract which he must keep. To some extent, he is towards his employees what the Roman paterfamilias was to his relations—the head and guardian of their joint interests. He is a bigger man than any of them in mentality, capacity and wealth. There was a time when the strong arm could break the weak arm. That time is gone. It seems that the time is also passing when the strong brain can beat down the weak brain. The golden promise of the future would be the sympathetic co-operation of employer and employees for the benefit of all. Where do my employees live? Do they have room enough to live? Are they getting good food? Do they have any amusement? If so, what amusements? Are my factories clean, warm in winter, cool in summer, and fit temporary habitations for human beings? The right answers to these questions may spare the manufacturer the evil presence of the agitator, the lurid inaccuracies of the muck raker, the inefficient products of the discontented workman and the financial loss of strikes.

THE ADULTERATION ACT

Dr. A. McGill, F.R.S.C.
Chief Analyst, Dominion Government

Problems of Its Administration—Manufacturer's Guarantee.

THE Adulteration Act is pre-eminently an example of non-class legislation. Whether manufacturer, purveyor or retail purchaser, we are all consumers of food and drugs, and are directly concerned in their genuineness and purity. The manufacturer and dealer have, however, a special interest in the matter inasmuch as the penal clauses of the Act are effective against them, in cases of adulteration. It is intended, in this article, to consider the provisions of the Act from the point of view of the manufacturer and the dealer.

Who is Responsible?

The immediate vendor of the goods is primarily responsible for their quality. This is, of course, inevitable. Section 32 makes the matter clear. "The person who by himself, or his agent, sells, offers for sale or exposes for sale," is the defendant in every suit for damages.

Provision is made in Section 33 for the protection of the retailer, who may bring the manufacturer or wholesale dealer, as a third party, into the case, under certain conditions. The most important of these is the possession of a warranty, in the following form:—"I hereby warrant that the undermentioned articles manufactured by myself or by persons known to me, and sold by me to ————————, on the dates opposite thereto, are pure and unadulterated within the meaning of the Adulteration Act." This warranty must be produced in Court by the defendant, who must at the same time, establish, (1) That he sold the goods in the same state in which he purchased them; (2) That he could not, with reasonable diligence know them to be adulterated.

Although this protects him from penalty, he may still be required to pay the costs of prosecution, unless he has given due notice to the prosecutor that he will rely upon such defence and has summoned the party from whom he bought the goods. (Sec. 34.)

The Manufacturer's Guarantee.

There is a general unwillingness on the part of manufacturers to furnish a guaranty of the kind required, except with high grade goods; and the demand for a warranty is usually taken to mean the purchase of such goods. Now, it is important to remember that the specific genuineness of an article is one thing, and its character as the best of its kind is quite another thing. Tea, coffee, butter, and indeed all foodstuffs may be genuine, in the sense of being true to species, and yet may vary greatly in those qualities which determine their market value. In some cases the specific name of the article is modified, as, for example, Java Coffee, Maracaibo Coffee; Creamery Butter; Tub Butter, etc. The underlying principle of the Adulteration Act is that a thing shall be, in fact, what it professes to be; and it is evident that an article may truthfully fulfil a demand for coffee without being Java Coffee; or for butter, without being the choicest creamery.

It is not the purpose of food legislation to discriminate against cheap foods; nor, indeed against low grade foods, so long as these are wholesome, and are truthfully described. Neither cheapness nor low quality constitutes legal adulteration. It requires but an elementary study of the subject to discover that many low priced foods are much better value, so far as nutrient value goes, than foods which cost a great deal more money.

It is worth considering whether more practical protection would not be given to the retail dealer, were he permitted to produce in Court his certified invoices, as evidence of the character of the goods supplied to him. These invoices would thus become, in themselves, the warranty granted by the manufacturer or furnisher.

CANADIAN TRADE MARK DECISION

States that an Abandoned Trade Mark May be Registered Again and Used by a Second Party Under Certain Conditions.

A VERY interesting decision has recently been rendered under the Canadian Trade Mark Act. It is the first case of its kind and will act as a precedent, though it is a manuscript decision and will probably not be officially reported. The point in question has not been seriously doubted by practitioners, but has never before been made the determining issue of a case.

The case is that of *in re* J. B. Lewis & Sons, Limited, under the specific trade mark "Goldfleece," registration No. 69, folio 16947, date April 23rd, 1912.

The facts, as given by Marion and Marion, Montreal, are as follows:

On March 8th, 1910, J. B. Lewis & Sons applied for registration of the word "Goldfleece" as a specific trade mark. On April 2nd, 1910, the application was rejected on account of a prior registered mark of one John Baird, dated June 20th, 1872, and consisting of the words "Golden Fleece Mills" and a legendary illustration, the signed consent of the prior registrant being required. Upon investigation it was discovered that the original owner and all immediate successors in title had died, that the mark had gone out of use and been abandoned a very few years after its registration, and that it had never been used between the time of such abandonment and the date on which J. B. Lewis & Sons, Limited, established their user of the mark "Goldfleece." Affidavits and other proofs were offered at the hearing, thoroughly establishing these facts, and the Court decided that J. B. Lewis & Sons, Limited, were entitled to have their trade mark "Goldfleece" registered. The Exchequer Court, sitting at Ottawa, accordingly issued an order to the Minister of Agriculture to register the mark "Goldfleece." Decision rendered April 15th, 1912.

Thus the effect of the decision is to state that a trade mark once duly registered may be again registered in the name of a later user (in no way prior to the original registrant), provided it is clearly established that the mark was for a long period of time abandoned and not again used before the adoption and use of such later user. This is in line with similar cases in the United States and England, where the question has long been settled.

PLACED.

One of Pittsburgh's leading manufacturers does not think so highly of the value of a college career. He was taking a fellow magnate to task the other day.

"Well, I hear your son is through college."

"Yes, he's through."

"Put in four years, I s'pose?"

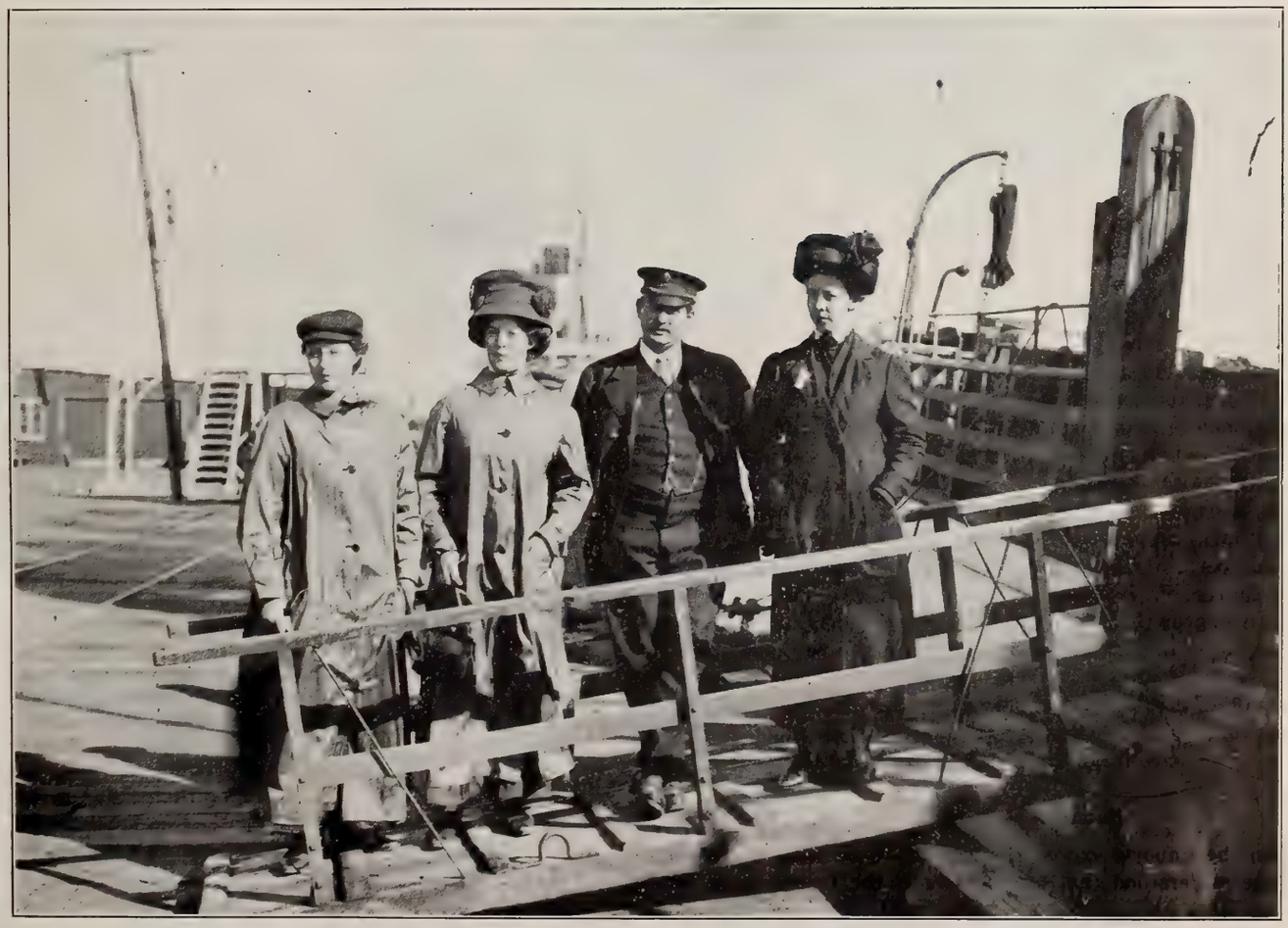
"Four years."

"And did he learn anything whatever that was useful during those four years?"

"Oh, yes. He learned to operate an automobile so well that we have put him in charge of one of our big electric trucks."



A Group of Thrifty Scotch Immigrants, Photographed Shortly After Their Arrival in Canada.



Canada is Receiving Many New Citizens from Norway. The Above are Norwegians.

BANKS AND CANADA'S FOREIGN TRADE

By H. M. P. Eckardt

The Banks are More Occupied in Financing Import Trade Than Export Trade. How Loans are Made to Manufacturers who Import Raw Material. London Credits are Essential for Transactions with Distant Countries to Save Interest.

CANADA'S foreign trade during the year ended February 29th, 1912, amounted to $847,372,738, the total comprising imports of $537,282,263 and exports of $310,090,475. The increase of total trade over that of the preceding year was over $93,000,000. The foreign trade for the year ended February, 1911, exceeded that of 1910, by $90,000,000; and the trade of 1910 was greater than that of 1909, by nearly $109,000,000. So, in the three years, the increase of Canada's international trade has amounted to $292,000,000 or about 53 per cent. If a similar ratio of increase is maintained during the next three years the total of commodities exchanged with other countries will then reach the neighborhood of $1,300,000,000. However, it is to be noted that a very large part of the increased trade has been due to the borrowings in England and other outside countries. This has served to increase the imports disproportionately. Thus the total imports of all kinds, excluding coin and bullion, were in the year ended February, 1909, $284,000,000, while the exports of Canadian produce amounted to $242,000,000. The balance against Canada then amounted to some $42,000,000. And in the year ended February, 1912, the imports were $512,000,000, against $285,000,000 exports of Canadian produce—the balance or difference being $227,000,000. The imports increased 80 per cent. in the three years, while the exports increased but 18 per cent. If it be assumed that imports and exports will increase relatively the same as in the past three years, then, in the year ending February, 1915, the imports would amount to not far from three times the exports and the difference between the two would be about $600,000,000. Such a vast difference could not occur unless the investment of British and foreign capital in the Dominion proceeded on a scale, perhaps four times as large as that now prevailing. What is more likely to happen is that the exports of Canadian goods will in the next few years increase at a greater ratio than they have in the past. It should be remembered that a very respectable proportion of the total imports represents the equipment of important new industrial units, some of which will, when in operation, serve to increase exports materially. And the influx of new population for the great farming districts of Western Canada, taken in conjunction with the large imports of material required for railway construction, certainly promise a satisfactory increase in Canada's exports of agricultural products. At any rate the prospective growth of the Dominion's international trade promises to be important enough to cause the bankers, manufacturers, merchants, and exporters to examine carefully the Canadian banking methods and practices, in the effort to discover whether they are, in all cases, calculated to facilitate and encourage transactions with outsiders.

Bankers and Imports.

When the imports exceed the exports by so large a margin it will be understood that on the whole, the financing of imports occupies the attention of the banks more extensively than does the financing of exports. But it is necessary to bear in mind that little or no financing need be undertaken by the banks with reference to a considerable volume of the imports, while the bills for practically all of the exports pass through their hands. Thus the item of settlers' effects, amounting to $14,000,000 or $15,000,000, requires no financing whatever. And, included among the heavy imports of machines and machinery, are many consignments destined for the Canadian branches of American manufacturing concerns. The parent establishment in the United States may very likely provide the capital needed for outfitting or equipping a branch of this kind; and when that is the case the banks in Canada are not called upon to assume any important burden in the way of financing the imports.

It will be interesting to discuss the methods of financing some of the principal importations in which the manufacturers in Canada are directly or indirectly concerned, in order to see what facilities the banks extend to this branch or department of Canada's international trade.

Raw cotton is one of the important items of this trade. The first connection of the banks with the importation of cotton may antecede the appearance of the draft, with bills of lading for raw cotton attached, at the banking office in Montreal. One of the Canadian bank agencies in New York may have bought this draft on Canada in the New York exchange market. So the exchange operations carried on in New York by the Canadian banks serve to help the cotton manufacturers in Montreal, Valleyfield, and other places. For, when the American shipper or seller of raw cotton knows that he can readily dispose of his bill on the Canadian mill, without sacrifice in the way of excessive discount or commission, it disposes him to sell his goods at favorable prices. Then, when the Montreal manufacturer is confronted with the draft, having shipping documents attached, he knows that he can look to his bankers for a portion of the funds required to meet it. The raw cotton, hypothecated to the bank and properly covered with insurance, constitutes a safe and desirable security for the bank in all cases wherein the cotton manufacturer is capable and trustworthy. Afterwards the banks are found at every turn of the domestic exchanges following the importation of the raw article, standing ready to make advances, collect bills, and transfer funds; and the assistance rendered by them in thus facilitating the distribution of the manufactured goods serves to increase the confidence, with which the manufacturer gives his orders abroad for fresh supplies of raw material.

Bituminous Coal.

Another heavy item of the imports is found in bituminous coal. Although the manufacturers of Ontario may not figure, nominally, as importers of this commodity, nevertheless the importations are made largely on their behalf; and, if the methods of financing the movement are up-to-date and efficient, the manufacturers reap part of the benefit inasmuch as it tends to keep down the cost at which the article is laid at their doors. However, the financing of the coal imports is not on all fours with the financing of cotton imports. Cotton, like wheat, is raised by individual farmers, who receive cash

for it on taking it to market; the coal is largely mined by big railway companies or by concerns subsidiary to them. The Pennsylvania, Baltimore and Ohio, Chesapeake and Ohio, Norfolk and Western, figure prominently in this business. In some cases the coal mining companies controlled by these railroads have representatives or selling agencies in the Dominion; and these parties arrange for the distribution of the product, the collection of the bills, and the remittances of the funds. With reference to bank advances for purchases of coal, they are on a different footing from advances on such a commodity as cotton. The coal itself might form a proper basis of security for a loan made to a dealer or merchant; but it certainly would not be acceptable as security for a loan to a manufacturer. A bank advance to enable a manufacturer to lay in a stock of coal is usually placed on much the same basis as an advance to enable him to pay wages—the bank requires him to furnish collateral security, either customers' paper, raw material, stocks or bonds, or personal endorsements or guarantees. Of course, in such cases wherein the coal is consigned from the mining company to the Canadian manufacturer the latter is under the necessity of putting up the duty of 53 cents per ton in cash to the Department of Customs.

Bringing in Iron and Steel.

Another interesting phase of the import business is seen in the operations of the big iron and steel manufacturing concerns in Nova Scotia. When the Dominion Iron and Steel Co. and the Nova Scotia Steel and Coal Co., bring into Canada the iron ore from their mines, at Bell Island, Newfoundland, the Newfoundland exporter and the Canadian importer are, so to speak, one and the same party. Nevertheless, a certain amount of financing has to be done by the banks in the case of this trade. The expenses of mining the ore in payment of miners' wages, provisions, machinery for the mines, transportation charges and expenses, etc.—must be remitted or transferred to Newfoundland from the Canadian headquarters of the companies, and temporary loans or discount of trade paper is thus often necessitated.

Financing Exported Manufactures.

On turning to the subject of methods of financing the exports of manufactured goods, grain products strike the attention at the outset. The trade in wheat flour furnishes an example of consignments made to many different countries. As more than half the total exports go to the United Kingdom, it can be said that the trade is financed mostly by means of bills on London in pounds sterling. The negotiation of such bills presents no difficulty whatever, the market can take all the offerings, even though the offerings of exchange were to be trebled or quadrupled in volume. Negotiation of exchange against exports to Newfoundland and the British West Indies is facilitated by the presence of the Canadian bank branches in those colonies of the Empire. London credits do not figure in connection with the shipments to Newfoundland. When the miller sells to a Newfoundland company he draws on Newfoundland, and the draft is discounted on the same terms as if drawn on a Canadian town. But in case of a sale to the West Indies, London credits may be suitable in some particular circumstances. Suppose one draws direct on the West Indian port to which a shipment of flour is sent. First, there is the time consumed in getting the draft to the consignee. Then, when he makes payment to the Royal or the Nova Scotia, the bank may be under the necessity of remitting or transferring back to Canada the funds collected from the consignee. If, as is likely to happen, the vessel bringing the flour takes back a consignment of sugar to a Montreal or Halifax refinery, the branch in the West Indies may have the opportunity of buying the sugar exporter's bill on the Montreal refiners, and in that way it would effect the desired re-transfer of the funds to Canada, at the same time making an additional profit. Under those circumstances it would be disposed to quote a favorable rate of exchange to the Canadian miller, when he offered his bill on the West Indian purchaser of his flour. If there are plenty of opportunities for thus turning over the funds, and of getting them back again to the point where the advance is first made, all of the business being at a profit, the Canadian bank will not advise its exporting customer to arrange for London credits. But it may happen in some cases where the trade between Canada and another colony or country is one-sided or uneven, that when the bank in Toronto or Montreal buys the bill of a flour miller, or a lumber manufacturer, or a manufacturer of agricultural implements, drawn upon such colony or country, and sends it out there for collection the bank collecting the bill cannot secure the opportunity of buying a bill of somewhat similar amount drawn on Canada by which to make remittance of the proceeds. In that case the Canadian exporter is likely to find that the proceeds finally realized from the sale of goods will be less satisfactory. For it will probably be necessary to remit the funds back to Canada via London; and the expense of that remittance will fall in the last instance on the party whose commercial operation made the financial operation necessary. Where such a round-about method of remittance is necessary the Canadian exporter may find it to his advantage to endeavor to arrange with the West Indian consignee to have the latter furnish a London banker's credit, under the terms of which the exporter could draw direct on London, and thereby dispose of his bill on better terms.

Shipping to Distant Markets.

In the case of shipments to South Africa or Australia, or other very distant countries, London credits are essential if the exporter wishes to escape interest charges, running from three to six months or more on a sight draft. It would appear to be a disastrously expensive method of securing payment for his consignment of goods to draw direct upon the consignee in South Africa or in Australia. Such a draft would have to go all the way to the antipodes before it could be presented. Then, the bank in that part of the world would remit to Canada via London. Under that process of collection the Canadian bank would be out of its money for perhaps more than six months, and of course the exporter has to pay interest for that term.

The methods by which the banks in Canada facilitate the operations of exporters of other classes of manufactured articles are similar to the methods above referred to. An exceedingly large amount of exchange is created to cover the exports of timber and various kinds of lumber.



The Cop: Yeh must be goin' some distance, judgin' by the size o' yer tank; but mind—don't let me catch yeh speeding.—Toronto Globe.



Government Whitefish Hatchery, Port Arthur.

The Value of the Whitefish Industry

By N. P. Neill

THE fishing industry of Canada is an important asset in our national financial statement. It is one of those subjects on which little has been written in a form which is interesting to the general public, although much valuable and readable information may be found in Government blue books.

The fishing industry in Canada at the close of the year 1910, represented a production in round figures of $30,000,000. Of this, a little over $15,000,000 was exported, the balance of the catch being used for home consumption—about $2.00 worth of fish per head of our population.

At present when so much discussion is being raised about the high cost of living, it seems appropriate to draw attention to our fisheries, as fish furnish an economical and a valuable source of food supply. To quote from an eminent authority, Sir James Critchton-Browne, M.D., Vice-President of the Royal Institute of Great Britain:

"It cannot be too strongly insisted upon that, for working people of all classes, people who work with their brains as well as those who work with their hands, fish is an economical source of the energy necessary to carry on their work; and that for children and young persons it furnishes the very stuff that is needed to enable them to grow healthy and strong."

It is encouraging to note a few points in connection with the growth and development of the fishing industry. Strange to say in Eastern Canada, including Nova Scotia, New Brunswick, Prince Edward Island, and Quebec, there is no increase worthy of note in the last ten years. The product of their fisheries in 1900 was $14,283,679; and in 1910 only $15,615,485. But a tremendous growth has taken place in Western Canadian fisheries, viz., from the inland waters of Ontario to, and including, British Columbia. The production of fish in Western Canada in 1900 was $6,353,560; as compared with the close of 1910, which showed the magnificent total of $13,727,038, an increase of over 100 per cent. in ten years. These figures do not include seal hunting on the Pacific Coast.

The largest catches on the inland waters are whitefish, trout, and herring. On the great inland sea of Lake Superior the trout catch outnumbers all others. Lake Winnipeg shows a very material increase in the catch of white-fish in the last few years, whereas there is a big decrease shown in the catch on the five Great Lakes. A comparison of these figures brings us to a very interesting subject. On Lake Winnipeg there has been established for a number of years efficient fish hatcheries under the control of the Government; whereas, on the five Great Lakes, few, if any, active steps have been taken to foster the fishing industry. But at last the Government has realized the value of this industry, both as a factor of commerce and as food for the people, and they have now adopted a more active policy, looking to the establishment of fish hatcheries. It is to be hoped for the general good of the country that a liberal policy will be continued of encouraging and fostering the fishing industry on the Great Lakes by the establishment of efficient hatcheries at numerous points. To reap the harvest it is a world-wide cardinal principle that we must sow the seed. This is as true of the fishing industry as of wheat raising.

The Port Arthur Hatchery.

The latest fish hatchery established is the one at Port Arthur on the Western shores of Lake Superior. The building of this hatchery was started in the summer of 1911, and was partly in commission in the winter of 1912. This hatchery has an annual capacity of turning out fish fry, which, at maturity, will represent a catch of the enormous total of $10,500,000 yearly. The hatchery is equipped for the propagation mainly of lake trout, as owing to the rocky and clay formation of Lake Superior, trout find their native haunts on the shores of the Lake. A certain percentage of white fish are also being hatched out, as there are a few sandy

spawning beds in the smaller bays, which form the native haunt of the white fish. A very interesting experiment is also being tried out in the placing of salmon fry in the Lake this year, as it is believed that a very valuable salmon fishing industry can be established at Port Arthur.

Fishing as a sport is also being given serious attention at this hatchery, and at the earliest possible moment brook trout and salmon fry will be placed in the many beautiful streams and brooks surrounding the city of Port Arthur. It is the intention of the Department to so carry on this work of propagation and replenishing as to create a veritable sportsman's paradise in the vicinity of Thunder Bay.

A walk through the fish hatchery is a very instructive and interesting sight. The spawn, after being taken from the mother fish in the fall—and this is usually collected by the officers of the Fishery Department from the fishing tugs—is brought to the hatchery and distributed in trays, over which there is a constant stream of cold water running. It takes, on the average, 195 days for the spawn to germinate into living fish. It is very interesting to pick up the little round globes, which look like balls of gelatine, and holding them up in the light, see the eyes and the dim outline of the form of the minute fish inside. Only a small percentage of the spawn die. The dead cells are readily detected as they turn white upon the atom of life within becoming extinct. After the baby fish extricates itself from its globular cell it is fed for two weeks on grated beef liver. By this time it is not more than a quarter of an inch long, and is then taken out and placed in the spawning beds where the older fish always gather at certain times to foster the young and growing fry. Three years is the usual time taken for fish to mature. They are not usually caught, and if caught are released, prior to that period, because the gill nets, which are generally used on Lake Superior, allow young fish to swim through. These gill nets are a great improvement upon the old style of pound nets. Many young fish were previously destroyed annually, being caught by the gills in the small mesh of the pound net.

Fragility of the Spawn.

It is a remarkable fact that few, if any, of the spawn or eggs, which are deposited in such numbers by the fish during the spawning season in the open waters of the lakes or rivers, ever come to maturity. This brings up a very curious and interesting subject. By some unexplained provision of nature the fish are influenced to deposit their eggs or spawn usually on stormy nights, and, as the eggs are delicate, one can easily see how they are destroyed by the action of the turbulent waters. And this will naturally take place, even in calm weather. It is a generally understood principle that the water at the bottom of the lakes is never ruffled to any extent, although the surface might be lashed into billows. But then you must remember that the fish deposit their eggs on the more shallow sand bars and ledges of rock.

Fish culture, especially in view of these facts, would seem to be the natural course to follow if we expect to maintain our fishing industry. We have for many years been gathering enormous harvests from the lakes and rivers of our country without doing anything to replenish them. As in many other things we have to look to China as our leader in this connection. It is believed that China is the home of fish culture, for it is known that over 150 years ago fish culture was receiving their attention. And they even went so far as to develop a species of gold fish which are to-day known as the "Fan Tail." This goes to prove that the fish hatchery is not a new thing or an experiment by any means, but that after all these years of extravagant waste, we are following in the steps of people whom we like to look on as the "Heathen Chinese."



A Good Catch.

Another remarkable instance of the value of fish hatcheries is to be found in Norway, which is one of the largest producers of fish to-day, and which fifteen years ago had not less than 45 hatcheries.

About the only fish that really take care of their eggs and bring them to maturity under natural conditions are the bass, which unfortunately cannot be efficiently nurtured or propagated in a hatchery. The female fish digs a hole with her nose in the bottom of the river or lake where she deposits her eggs, and then with her tail replaces the earth. Until the eggs are matured and the small fish are hatched out, both the father and mother circle around the nest of eggs. Those who have investigated this interesting condition tell us that the parents will adopt any methods to defend their nest. They have been known to jump out of the water onto the bank or into a passing boat when they thought their nest was about to be disturbed.

More Hatcheries Needed.

A fish hatchery, even with the output of that at Port Arthur, which is valued at $10,500,000 annually, is not a large building. An imperial measure quart will hold 7,000 salmon trout spawn, and the same measure will contain 40,000 white fish spawn. In fact, white fish spawn is so small that it has to be treated in glass jars instead of the trays on which the salmon trout are gradually nurtured into life.

Here is a valuable industry which requires only a small outlay in buildings and equipment, and only a nominal maintenance cost per year. Yet it is the nucleus of an industry which will give employment to many men, and, through large export trade of lake trout and white fish, will be the means of bringing enormous sums of money into the city of Port Arthur.

It must not be imagined that this is a new industry at Port Arthur. The fishing trade has always been of considerable monetary value, as the piles of fish on the wharves, especially in the fall of the year, and the car loads which are shipped out throughout the year, both East and West in Canada and in the United States, amply demonstrate. But Port Arthur has in this hatchery the nucleus of a very much larger development, and one which will redound, not only to the credit of the city, but to the credit of the Province of Ontario and the wise policy of the Fishery Department of the Government.

It can readily be seen that our fish hatcheries are a valuable asset in our country's development, creating a source of wealth to our people, and at the same time supplying at a low cost a valuable form of diet; and, consequently, they should be given every attention by the Government, and also receive a greater amount of interest from all classes of our people.

SUGGESTIONS FOR THE HOUSING PROBLEM

By Dr. Chas. J. C. O. Hastings
Medical Health Officer of Toronto

How the Deadly Tenement May be Eliminated from Urban Life and the Poor Decently Housed in Convenient and Attractive Surroundings. Schemes Which Safeguard the Investor and Benefit Householders.

IN the investigations of unsanitary housing conditions in any large municipality, we find ourselves confronted at every turn with appalling evidences of man's inhumanity to man. Dilapidated and small as are many of the homes, there are always to be found landlords whose hearts and consciences are just a little smaller; whose greed for gain makes them willing to traffic in human life.

The past experiences of England, Germany, France and other European nations has revealed the fact that nothing but a calamity, or an impending calamity, will arouse men, individually or collectively, to a sense of their duty to their fellows. During the South African war, England discovered that approximately 60 per cent. of those applying for service in the army were physically unfit. The findings of the Royal Commission appointed to look into this matter were to the effect that their physical degeneracy was due in a large measure to improper care in childhood; improper and insufficient food and unsanitary homes.

The Government of France has recently authorized the City of Paris to issue debentures for forty million dollars to build tenement houses in which to house the poor working classes at the least possible cost.

In endeavoring to solve efficiently the housing problem, every municipality should have a Housing Commission as a permanent civic department. This Commission must have a keen sense of the social and national significance of the term "home" as being of one-family dwelling. As His Majesty King George has expressed it, "The foundations of national glory are set in the homes of the people."

Secondly, they should possess satisfactory housing and town planning by-laws, the details of which will have to be governed by the requirements of the various municipalities. The general principles, however, would apply to all cities.

Light and Ventilation.

The most important, and frequently the most difficult to deal with, are light and ventilation. It is much easier to secure these in buildings that are to be erected than it is in old buildings that have to be altered. The first essential in securing these is that the street be wide enough, and secondly, that there be sufficient yard space, as all rear rooms have to get their light and air through the yard. The yard space must be governed by the height of the buildings. If the building is only going to be two storeys high, twenty feet might be ample, but when the buildings range from four storeys up, the yard and air space must be in proportion. Then we have to consider the depth of the house. If it is only two rooms deep, the solution is simple, as the front rooms get their light from the street and the back rooms from the yard; but when the houses are three or four rooms deep, provision must be made for the lighting and ventilating of the centre rooms, which can only be done through courts of sufficient dimensions, properly ventilated.

To secure light and air for old buildings is quite a different problem. It is, therefore, important that a housing by-law should make ample provision for alterations to old buildings, such as lighting, ventilating, plumbing, drainage, and a proper water supply. We cannot hope for people to be clean, or to keep their premises clean, unless we provide them with an adequate supply of water. Each family should have its own supply of water.

It must be apparent that the poorest of our inhabitants cannot be housed on land worth from $30,000 to $100,000 an acre, without doing it at the expense of the dwelling. In order that the landlord may receive a reasonable return, the dwelling must be very inferior or else several storeys high—the dreaded apartment. Therefore, beyond the walls of the city seems to be the most practical and economic solution.

To this end, cheap transportation is manifestly essential. In Belgium, for instance, a complete system of inexpensive workmen's trains is in operation. A workman's weekly ticket, six round trips extending six miles out, can be purchased for less than twenty-five cents. Similar arrangements have been made in different European cities, and the increased traffic has paid the cost. By this means, the span between the work-shop and the home in the country can be efficiently bridged.

It is unquestionably the duty of the Department of Health of any municipality to see that the conditions under which citizens are living are not such as will produce physical and moral degenerates, whom the municipality will subsequently be called upon to support and reform.

To what extent the municipality should aid in this is a matter for the Housing Commission to decide.

Who Need Homes?

The citizens to be housed may for the most part be divided into two classes—the unskilled laborer and the artisan.

I merely refer to the tenement house in order to draw attention to its objectionable features. With our knowledge of the evils of this class of dwelling, one wonders why tenement houses continue to be built, and associations organized to promote the so-called model tenements.

The 14,000 delegates at the International Housing Congress in Vienna in 1910, were unanimous in their verdict against the tenement house or dwelling, on the grounds of health and social welfare, Great Britain contending that on the ground of cost also its indictment is justifiable.

Mr. Aldridge, of England, maintained that a normal, healthy dwelling for a working man's family, on an average, might consist of three bed-rooms, a living-room, scullery and bath, and that it is even now impossible in continental cities to approach this standard in block dwellings at a rental within the reach of the working people.

It was shown that in Great Britain, including the cost of the site, the cottage or one-family dwelling is less than the cost of one room alone in the block building, and the discussions of the Congress offered many valuable suggestions towards furthering the substitution of the small house for the tenement.

In many American cities the significance of this subject is not yet apparent to the average citizen. The one-family house

was originally the universal type. The tenement is a development of later days, and in many large and crowded communities it is already of first importance.

In outlying districts, Greater New York, for instance, among the green fields and unimproved areas, the horrible examples, even though built according to the new law, presents and repeats itself, and the tenement house infection is apparently rapidly spreading to other cities.

It is possible that this kind of building has become a habit with the builders, and that the habit is allowed, without question, to control an issue such as this.

Fortunately, the tenement house has only gained a slight footing in Canada. It is most imperative, then, that we should profit by the experience of other cities, and see that its further progress is stayed. The small dwelling, such as has been built in Boston, Philadelphia, Washington and Baltimore, illustrates the better method of housing, the only method that ultimately will offer a solution of the greater housing problem, with which all cities, great and small, must some day wrestle.

Different Kinds of Small Houses.

There is the *good* small house and the *bad* small house. The small house on its own street, and with its own yard, and the small house crowded in behind a large house in the rear of a lot, or in a narrow alley-way, wherever the greed of the landlord, where the law does not forbid it, can find a footing for it. There is the small house where rent is too high, which, when times are hard and work is scarce, has to house more than its own family, for whose need alone it is adapted. These are some of its phases, and yet, even in slum districts, the evils arising from this overcrowding and misuse are less serious than those of the tenement, for it is more readily re-constructed and less costly to destroy.

In newer sections of the city and in its more modern form, it may become a stepping-stone to "Garden Cities," a realization of the dreams of "City Planning," while the tenement will forever prevent any city from being a "City of Homes."

I wish to draw attention to the situation as it is in Philadelphia, in connection with these small homes. Rapid transit, and the decentralization of industries, give other communities similar opportunities, though it may be necessary for them to get more impetus in this direction through stronger and better legislation, or by the initiative of philanthropic effort, or by the experiments of enlightened business interests —the Philadelphia example at least points the way.

First, then, in regard to the situation in Philadelphia and its possible application to Canadian cities. It is situated in an undulating plain, with an extended water front, and covers an area of 130 square miles. It is made up of a number of boroughs, brought together under one government by an Act of Consolidation. It thus contains various centres of commercial and manufacturing activity, and the natural growth about these centres, extending over and filling in the stretches of unoccupied land between them, has contributed largely to its development. The street car system provides a five-cent fare to the extreme points. Its land values have always been remarkably uniform and low for a city of its size. To-day, within twenty-five to thirty minutes of the City Hall, building land with street and municipal improvements, can be bought for from $14,000 to $16,000 an acre. If, then, the maximum number of forty houses be allowed on this space, built on lots of 14 to 15 by 50 to 60 feet, the price would be about $400 for each of these lots. The zone where such prices obtain is receding constantly to the edge of the unimproved areas, which are waiting for the approach of the trolley lines and opening of streets; but these figures may be taken to suggest roughly the basis on which the building operations in small houses are undertaken.

Second, the building requirements as to foundations, walls, joists, etc., are much less severe for houses less than sixteen feet wide. Fourteen feet, however, is the minimum width of houses allowed, and in many of the present operations it is found advantageous to increase the size of lots even a few inches in width, adding greatly to the desirability of the house.

Helping the Householder.

It is said that the leniency of municipal regulations in Philadelphia is a strong factor of the success of the small two-storey house. On the other hand, no house can be built on an existing street which is less than fourteen feet wide, and on new streets opened must be at least forty feet wide from housing line to housing line. Also, the owner must, in the first instance, meet all the charges for street improvements, although he only carries, as a permanent charge, the care of the curb and the sidewalk. For a lot fourteen feet wide, the following charges are made:

Sewer, $1.50 per ft.	$21 00
Water main, $1.00 per ft.	14 00
Roadway, 12 x 14 ft., asphalt, 20c. sq. ft.	33 60
Curb, 55c. sq. ft.	7 50
Sidewalk, 8 x 14 ft., asphalt, 20c. sq. ft.	22 40
Making in all	$98 50

The fire regulations require that all houses, except in certain outlying districts, must be of brick or stone. The small house is safeguarded in cities of the first class in Pennsylvania by a law passed before the business interests behind the beginning of the tenement house movement were strong enough for serious opposition. This law makes the building of tenement houses so costly that it has practically stopped their erection for the poor. It is now applied chiefly to the building of high-class apartment houses.

The builder, when a contract for small houses is to be undertaken, usually buys the land by a small cash payment, arranging for the balance of its value by a mortgage or ground rent. The money for these operations is largely obtained through the trust companies—first mortgage of real estate, or, by the laws of Pennsylvania, a legal security; and as trust funds can only be invested in such securities, these mortgages are generally in demand. The companies will advance from 60 per cent. to 66 2-3 per cent. of the cost of the completed operation. The rate of charge is usually 5½ per cent. They make collateral loans contingent on the advance of the work. The builder must give bonds, and the trust company often employs an inspector of its own, in addition to the city inspectors, to watch the building. Sometimes the mortgage is placed on the operation as a whole, and when the work is done this is expended, and made to apply to the individual house.

These operations have been so successful financially that they are considered safe and profitable investments, and the builder who has proved himself conservative and intelligent in the use of the capital has no difficulty in obtaining it. The financial institutions have been amply justified in taking the risk and have profited greatly by the results. The loans are considered so secure that sometimes in transferring its interests on a mortgage to a client, the company will guarantee against possible loss, the client agreeing to accept 5 per cent. on the loan and the company receiving ½ per cent. as a bonus for the guarantee. Often, of course, the operation is financed by the contractor. He will himself hold the mortgages as the houses are sold, reimbursing himself gradually for the outlay he made.

One contractor, who is also in the real estate business, states that of 800 sales of houses he had built, not one was thrown back on his hands. The ground is usually obtained in blocks of about five acres, and is divided by streets that must run from one public street to another in a straight line. The best price for construction is made on a basis of twenty or more houses, and the specifications for each sub-contract are so systematized for the uniform rows of houses (the corner ones only being larger and more elaborate) that the work can be done at remarkably low figures when compared with the cost of building single houses.

Rents are Low.

The smallest house now being built has four rooms. Sometimes the bath-room may be built as an overhanging frame extension at the rear; sometimes also there is a shed kitchen for summer use. In the older sections these houses with few conveniences rent for from $8 to $12 per month. In the new sections the rent is $13 to $14. They show, in their simplest form, a plan of construction which, in its further development, is very complete. In its next stage a passageway to the stairs is taken off the front room, and the kitchen forming an "L" is added. There are then three bedrooms on the second floor. This is the really typical small dwelling, and the one most in demand. Its two chief characteristics are that each room opens to the outer air, and that each room has a separate entrance.

In the newer neighborhoods a demand for more conveniences has grown, until it includes cemented cellar, furnace, stationary tubs, bay windows, and often a porch, besides the range, gas, bath-room and sink. There is always the danger of careless work and inferior material. The rents for these six-roomed houses range from $10 to $11 in old districts, where the houses are old and without modern improvements, and up to $20 for some of the larger and more complete ones. In some neighborhoods they bring even higher rents; and again they are developed still further by the extension of the "L," giving four rooms on each floor.

The average cost of the two-storey house built in 1910, with the cost of the land, as reported to the Bureau of Building Inspection, when terms were applied for, was approximately $2,000. This average is raised by the large number of two storey eight and ten-roomed dwellings in residential neighborhoods. The average actual cost price of all such houses as have been described is probably from $1,200 to $1,500 without the cost of land or profit to the contractor.

It is claimed that these extensive building operations could not take place unless the houses were built for immediate sale.

In the past ten years 60,000 have been built, and there is a total of about 185,000 of these houses at present in Philadelphia. The desire for home owning has been encouraged and reinforced by the building and loan associations. It has been said both that these associations have made the small house in Philadelphia, and that the small house seekers have made these associations. From whatever standpoint they are considered, their influence has been of immense social value, not only in the acquisition of houses, but also in the encouragement of thrift and the training that they give their members in co-operative business enterprise. Thus, the development of the small house has developed also the desire for the small investment in real estate, the attainment of which has been made possible by the advantageous terms by which sales are made.

This having been accomplished in a city of between two and three millions, much more should be possible in smaller urban centres, with lower land values and improved transportation facilities. For the artisan and all those who can live at a greater distance from their business, the garden cities and co-partnership in housing affords a more ideal solution of the problem "Where every rood of ground will maintain its man."

Co-partnership in Housing.

The simplest and surest way of reconciling the interests of landlord and tenant is to provide means by which the tenant of a small house can, if he so desires, gradually acquire the value of, or a substantial interest in, the house. This is not so difficult a task as the maintenance of old houses. We start with a clean slate. We have not to contend with the results of past mistakes, and we can profit by the mistakes of others. There have been, and still are, innumerable ways by which a man with small means is enabled to build a house for himself and gradually pay for it.

Foremost among the successful in these methods is that of the Co-Partnership Tenants' Housing Council and Co-Partnership Tenants Limited, 8 Bloomsbury Square, London W.C., which is a business organization for putting into practice the principles of co-partnership in house building and house ownership. Mr. Henry Vivian, M.P., is the chairman of both these organizations.

The first step in the procedure of these organizations is to secure an option to purchase or lease lands on the outskirts of a municipality at a capital value of say from $500 to $1,500 per acre, or less if possible. When the option has been secured, after a meeting of possible members of the future society is called together and details fully explained, the names are then taken of those willing to join the society. Thus the promoters of the scheme are able to judge whether the demand is sufficient to justify them in proceeding. The land thus obtained is then laid out according to the best hygienic, artistic, and economical principles of town planning, as authorized by by-law.

The capital is raised in shares of from $5 to $50 each, or as to the first shares $10 to $25 on allotment, and the remainder by instalments of 60 cents per month. Under the rule, no dividends greater than 5 per cent. can be paid. If any further profit is made, it is used in furthering the object of the society and in the paying of bonuses to tenants of the society who are also shareholders. No member may hold more than twenty fifty-dollar shares. To begin building operations, it is, of course, necessary to obtain a loan. The interest on this loan may be paid out of the subscribed stock until the houses are completed, the same as in the case of a railway construction.

Workman Not Liable.

The system has many advantages over one of an ordinary building society. In the latter case, the member makes himself liable for the purchase money, and if he leaves the neighborhood the house may be a burden on his hands. In nine cases out of ten, a working man living in his own house has to face a heavy loss on the investment of his savings when he has to choose between unemployment and removal to a neighborhood where his labor is in demand. The mobility of labor, which is one of the working man's most valuable assets, is seriously interfered with, if not destroyed. Under the co-partnership system, on the other hand, the mobility of labor is encouraged, not destroyed. When a member leaves a neighborhood, the society, not the tenant shareholder, may possibly have a house on its hands. The tenant of the house has his share in the society, equal in value to the value of his house, which he can, if he wishes, realize without any loss; or if he leaves his savings where they are he will receive his interest as usual. So far, Mr. Nettleford and Mr. Vivian say there has not been a single failure in this system, and from their knowledge have no fear that there ever will be. The system is thoroughly sound, and being composed of shrewd, honorable business men, the details of administration are carefully attended to.

Another advantage is that no tenant is fearful of having his property injured by the careless untidiness of his neighbor. While no one can say "This house is mine," yet he can say "These houses are ours." It is the interest of every one to see that every place is kept in good order. The better the care, the less the expenditure for repairs and the larger the dividend.

Every one should put by something for a rainy day. The difficulty usually is to find an investment for small amounts at 4 or 5 per cent. that is an absolutely safe and permanent investment. The co-partnership societies give the poor classes an opportunity of gradually acquiring the value of the house they live in on easy terms, and at the same time guard them against all risk.

Much more could be said of the advantages of co-partnership housing. However, the foregoing, I think, demonstrates that from a business standpoint alone there is no sounder proposition, than co-partnership housing as advocated by Mr. Henry Vivian, M.P., who visited our city two years ago, and as endorsed so strongly by His Excellency, Earl Grey.

Capitalists, on the other hand, are provided with safe, sound 4 per cent. investment, while they are, in a most commendable way, helping their fellow men who have been a little less fortunate than they to help themselves.

The greater the surplus profits the greater the security for the regular payment of the interest on capital. It is quite apparent, then, that it is to the interest of the tenant members, who receive the surplus profits, to make these profits as large as possible:

(1) By taking care of the property and thereby lessening expenditure on repairs;

(2) By helping to find tenants for the houses;

(3) By the punctual payment of rent.

The share capital of the tenant provides a fund upon which the society can, if necessary, draw in order to pay any arrears of rent. Loss by arrears of rent is thereby reduced to a minimum. This system also solves the question of "unearned increment" without the slightest unfairness to any individual.

Good Security.

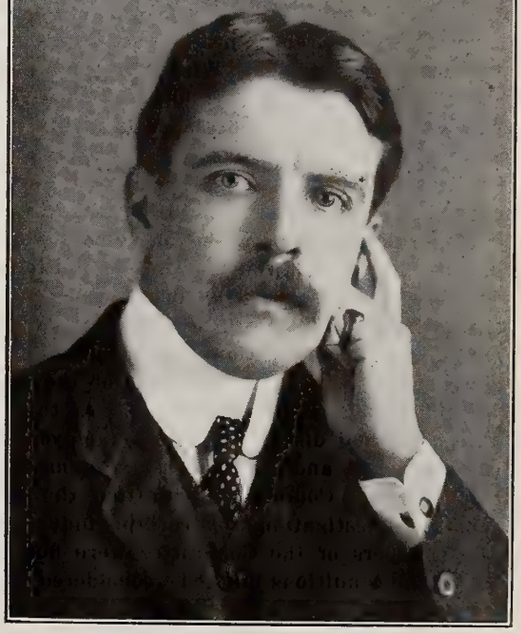
The increased security caused by this goes to the ordinary shareholder and the loan-stock holder; but after 4 per cent has been paid on the loan stock and 5 per cent. on the shares, the surplus profit due to "unearned increment" go, as they should do, to the tenant members of the societies in the shape of increased bonuses on their rentals. Again, there is the mutual advantage in the purchasing of material for road making, house building and house fitting and repairing, as all can be had in large quantities.

The Co-partnership Housing Movement has spread in England with remarkable rapidity during the past few years. It is founded on the thoroughly sound principles of mutual self help, "Man's Humanity to Man." What we call charity is simply the opportunity extended to those who have their share or more than their share of this world's goods to help their fellow men who have been less fortunate.

People only value that which they obtain by self effort and sacrifice. Dr. P. C. Cowen, D.Sc., in an address to the Dublin Congress of Public Health last summer, said: "Co-partnership in housing is now well established and rapidly extending in England, and I heartily commend its lines of operation to the study of all interested in the question. This system happily combines the benefits of wholesale dealing and management on a large scale, which foster self reliance and thrift and secures the active individual co-operation of the members of the society in maintaining the houses and their surroundings in good order. The movement had a very modest beginning at Ealing, in 1901, when a few members of the building trade combined to buy a small plot of ground, costing £400, for the erection of nine houses. The Ealing scheme has now extended to cover sixty and a half acres, with about 700 houses at a total cost of a quarter of a million. Fourteen Co-partnership Tenants Housing Societies now exist in England, on lines laid down by Mr. Vivian, and are knit together, guided and assisted by the federal society known as "Co-Partnership Tenants Limited." It is independent of state or municipal aid, and it fosters and develops the qualities of good citizenship.

In March of this year, Mr. Vivian reported that after meeting all charges and paying 5 per cent. interest on all capital, the old societies up to now have been able to declare a dividend to the tenant partners of one shilling to one shilling and six pence on the pound on the rent. Each society creates a sinking fund, which accumulating at 3½ per cent. will, in sixty years, equal the sum expended on the property.

Municipal housing, after twenty years' trial in various parts of the world, has for various reasons, which are no doubt obvious to most of us, proved a failure. Foremost among these



H. L. DRAYTON, K.C.

Appointed Chairman of the Dominion Railway Commission in succession to the late Judge Mabee

is political influences. If public health and sanitary reform are going to progress with the pace that their significance demands, we must say to the politician: "Hands off the Department of Health." Then the danger of a municipality by such a procedure enfeebling the energy, ambition and moral fibre of the citizen, which is so essential for good citizenship.

The difference between municipal housing and co-partnership housing is well set forth in the following remarks of Mr. Andrew Carnegie: "It is right to give a lift to those who really require it, but the man who always wants to be carried is not worth carrying at all." Co-partnership makes for better citizenship by the cultivation of the two most vital factors—Self Reliance and Individualism. I unhesitatingly say that there is no other investment that will pay anything like the dividends to a municipality as that spent on public health.

Municipalities unhesitatingly vote large sums of money to erect and maintain hospitals, prisons and reformatories, and permit to exist in their midst the very cesspools and hotbeds that are supplying the material to fill the aforesaid institutions.

WISCONSIN'S INDUSTRIAL COMMISSION

Over Four Hundred General Orders of Safety Were Issued in June. Suggestions as to Their Practicability Came from all Parties Affected. The Object is to Prevent Accidents to Employees of Factories.

THE Industrial Commission of Wisconsin has issued over four hundred orders, which went into effect in June, for the purpose of securing the safety of employees in the various manufacturing establishments in the State. These orders derive their authority from the Industrial Commission Law, which provides that "all places of employment shall be made safe." It is the duty of the Commission to fix standards of safety and to formulate rules and regulations relative to enforcement.

How the Rules Were Made.

It is interesting to note how thoroughly all interests affected were represented on the Committee which drafted the orders. These were: Wisconsin State Federation of Labor, two representatives; Milwaukee Merchants and Manufacturers' Association, two representatives; Milwaukee Health Department, one representative; Wisconsin Manufacturers' Association, two representatives; Employers' Mutual Liability Company, one representative; and the Wisconsin Industrial Commission, four representatives.

This committee held meetings each week during November and December, and on January 1, 1912, submitted to the Industrial Commission a partial set of rules covering the more important points of safety. The committee recommended that these rules be issued at once, pending the completion of the entire book of rules.

Acting on this recommendation, the Commission issued copies of these rules to the manufacturers of the state, and called for a public hearing on January 27. At this hearing the rules were read, and discussed by the employers present, and valuable criticisms and suggestions were made. After the public hearing the Committee re-drafted the rules. It decided to make investigations of certain industries with which all the members of the Committee were not familiar, in order that all the conditions might be considered before the final draft of rules was made. For this purpose the Industrial Commission, at the request of the Committee detailed four deputy inspectors, who visited some fifty manufacturing plants, principally wood-working and paper industries, and discussed with the owners and their superintendents and foremen, the various points of danger, and practical means of safeguarding the same. A set of rules was drafted and the Industrial Commission, on May 3, 1912, adopted these rules as its general orders, and they were published on May 14, 1912, and became effective on June 14, 1912.

These orders will be supplemented from time to time by other orders which the Industrial Commission may deem necessary after further investigation.

Safety Device Education.

The Commission has organized three exhibits, each including about 1,200 photographs and blue-prints of safety devices. One of these exhibits will be located in Madison; one in Milwaukee, and one will be used as a travelling exhibit to be shown in the various towns of the state.

The general orders adopted by the Commission are published as the first of a series of bulletins which will be issued by the Commission and sent to all manufacturers. This bulletin will contain valuable information regarding accidents and the most practical means of prevention. By means of the exhibits and the bulletin, the Commission hopes to place before the manufacturers the most reliable information gathered from the experience of those companies which have done successful work along the line of accident prevention. The exhibits and bulletins are designed to supplement and illustrate the orders, also to furnish information which will help manufacturers to comply with the orders, and to equip their plants with safety devices, which have been tried and found practical.

The principles upon which the orders were based are:

No safeguard required which cannot be proven to be practical;

No safeguard required which the Commission cannot show how to install; and

Home-made safeguards which, as far as possible, can be constructed and installed cheaply in the shop.

The accompanying illustrations were furnished to INDUSTRIAL CANADA by the Commission.

PROPOSED NEW HARBOR.

A bill to authorize the construction of a new harbor in Brazil for naval purposes, at a cost of $20,000,000, is reported to be at present before the Government, and the Bay of Ilha Grand has been suggested as the most suitable point. The proposal includes erection of docks and buildings, but the provision of defence and similar work would involve an additional expenditure of $10,000,000.

MANUFACTURE OF RAILWAY CARS.

The United States Trust Co. has obtained the Ricardo Heney concession from the Mexican Government to manufacture and construct freight and passenger cars in the Republic. Operations on a large scale have been planned.

QUEBEC CASE.

The application of the Workmen's Compensation Act was exemplified recently in Montreal when a case was heard before Mr. Justice St. Pierre in which the plaintiff was seriously injured by having his hand badly scratched while employed in a shoe factory. Blood poisoning set in and he was forced to spend a considerable time in the hospital. He claimed a pension equal to one-half of his weekly wage, such pension to continue until a full sum of $2,000 had been paid by his former employer. The judge, however, decided that according to the terms of the Act the $2,000 mentioned therein applied only in the case of permanent disability arising from accidents occurring in industrial establishments. As the statements of physcians had proved that the injury was only temporary the plaintiff could not under the terms of the Act claim the full amount of the indemnity. Judgment was rendered providing for a weekly or fortnightly payment of an amount equal to one-half of the salary he was earning at the time of the accident, such payments to continue only until the plaintiff was able to resume his work.



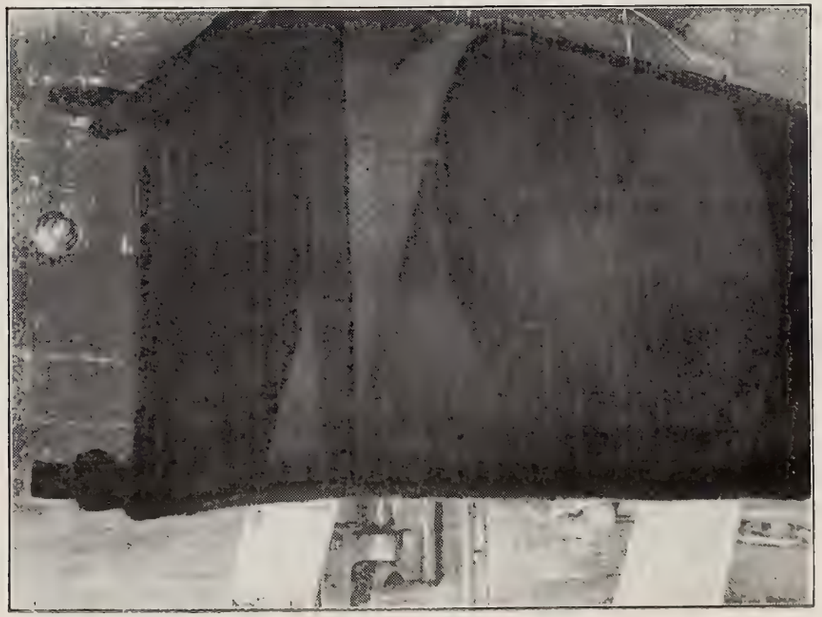
Shaft Covered with Screen Guard



Shafting Under Sewing Machine Table Guarded with Wood



Pulley and Fly Wheel Equipped with Screen Guard



Belt and Pulley Equipped with Guard

THE MADE-IN-CANADA TRAIN

By H. D. Scully.

Secretary of the Canadian Home Market Association and Manager of the Train.

275,000 People Visited the Exhibition During Its 6,500 Mile Journey. It Delighted the West, Advertised the East and Paid for Itself. Manufacturers Must Establish Branches in The West.

THE "Made-in-Canada Special" was made up in Montreal on May 15th, where the exhibition was publicly opened on May 16th. The train then proceeded by way of Ottawa and Toronto to Port Arthur, Fort William, Kenora and thence to Winnipeg. Leaving Winnipeg, the tour extended through Southern Manitoba, and straight West from Brandon to Macleod; then north to Calgary and Edmonton, and east on the new main line of the C.P.R. from Saskatoon back to Winnipeg. Side trips were made off the main line at several points, and stops were made at all the principal towns betweeen the larger cities.

Before the train left the East, and during the trip, numerous invitations to make additional stops were received from towns in various parts of the West. Owing to the difficulty of adding to the itinerary without disarranging the whole schedule, nearly all these invitations had to be declined. It was found possible, however, after conferring with the Operating Department of the Canadian Pacific Railway, to make short stops at the following places in addition to those on the schedule: Herbert, Perdue, Elstow, Foam Lake, Sask., and Shoal Lake, Man. This made the total number of stops 103.

Attendance.

While there was never very much doubt in the minds of the committee in charge about the attendance, it far exceeded their most sanguine expectations. Approximately 275,000 people visited the train during its forty-eight day trip at the 103 stopping places. Excluding Sundays, this makes the average about 7,300 per day, which, allowing for running time, was practically all that the train could accommodate in comfort.

It was found impossible to move visitors through the train faster than 1,200 to 1,500 per hour on the average, although at times this rate was exceeded. Visitors were moved in single file and in one direction so as to avoid confusion. The aisles were sufficiently wide to enable visitors to see the train in comfort while walking through.

Train Received Cordially.

At every stop the train and those in charge of it received a most hearty welcome from the Mayor and Council, the officers of the Board of Trade, and in fact the citizens generally. The intelligent and sympathetic interest of the Western people in the project and in the exhibits was very gratifying to all on board the train.

The Secretary took charge of the official party, which usually consisted of the Mayor, Councillors, President and other officers of the Board of Trade, and at some points members of the Federal and Provincial Parliaments, and conducted them through the train, introducing them to the representatives of the various firms exhibiting and making explanatory comment on each exhibit. An informal reception was afterwards held in the private car, at which a general discussion took place on the resources and development of the districts visited. These informal gatherings enable the press representative on the train and other members of the party to gather a great deal of valuable information which otherwise would not have been available. The Industrial Commissioners and Secretaries of the Boards of Trade at the places visited very thoughtfully distributed pamphlets setting forth the advantages of their respective districts to the members of the party so that each had a complete set of Western literature on his return to the East. At the conclusion of the reception the official visitors to the train usually attended Mr. Race's illustrated lecture, after which those of the party who could leave the train were given an automobile ride through the town and surrounding country.

In several points at which stops were made, a complimentary luncheon was tendered the members of the party, the discussions arising therefrom proving of mutual benefit. Everywhere in fact the party was received with true Western hospitality, than which there is none better.

Advertising Value.

From an advertising standpoint, the train also exceeded the expectations of the promoters and the exhibitors. In passing through the train every visitor not only had time to study the advertising posters and other literature used by exhibitors in their booths, but he saw and had an opportunity of examining the goods themselves in the form in which they are sold to the public. Nearly all the exhibitors made the most of their opportunities by distributing souvenirs or printed matter of an attractive character, which would press home the exhibit still further on those who visited the train.

Contrary to expectations, many of the exhibitors found an opportunity to do business with their customers in the West. The amount of business done on the train ran into many thousand dollars in the aggregate, and although the actual transaction of business was not contemplated when the trip was planned, it was none the less welcome to exhibitors. Had some of the other exhibitors planned to make sales during the trip, there is no question that a still greater volume of business could have been done, although in the cities where visitors came through in a steady stream all day opportunities for doing business were fairly limited, owing to the difficulty of separating the prospective purchaser from the crowd. There were several exhibitors who, from the nature of their business, could not do business direct with visitors to the train.

The Made-in-Canada Idea.

That the trip succeeded in its mission of acquainting our Western fellow-citizens with the fact that Canadian made goods are equal in quality, value and variety to anything produced elsewhere in the world goes without saying. Exclamations of surprise at the excellence and varied nature of Canada's manufactured products were heard on every hand, particularly from new citizens from foreign countries. There is no doubt that the "Made-in-Canada" idea is firmly imbedded in the minds of all of those who saw the exhibition in the West. This is bound to mean increased business for Canadian firms, if properly followed up by aggressive selling and advertising methods.



Galician Women Inspecting the "Made-in-Canada" Train at Sheho, Saskatchewan.

The necessity of vigorously following up a movement begun so auspiciously should not be lost sight of by all exhibitors on the train. There is no question that the "Made-in-Canada" idea appeals to our Western fellow-citizens, and if an aggressive advertising and selling policy consistent therewith is pursued there is no question that great results will be secured by every exhibitor.

Development of the Manufacturing Industry.

The exhibition was also a revelation to many citizens of the West as an indication of the enormous development which has taken place in the manufacturing industry in this country. It showed in a graphic manner to Western Canadians the varied and congenial occupations in which their fellow-citizens in the older part of Canada are engaged. The able lecture given by Mr. T. H. Race, of Mitchell, Ont., with the excellent lantern slide views accompanying it, pictured our wonderful development in manufacturing in an interesting and instructive way for all who visited the train.

Not the least important feature of the exhibition was the bearing it will have on the development of the manufacturing industry in the West. In acquainting the citizens of Western communities with the meaning of the manufacturing industry to them in the matter of increased population and the consequent increase in the circulation of money in their communities, it will no doubt prove a healthy stimulus to the industrial activities which are already manifesting themselves in the West. Several of the towns at which stops were made already give promise of becoming big industrial centres, and there is no doubt that the visit of the train, by acquainting the people of these towns with the manufacturing industries already in existence in Canada, will work still further in this direction.

The Western Home Market.

But if the train was an object lesson to those who live West of the Lakes, the West was an even greater revelation to those on the train. All had some idea of the rapid growth



Crowd entering the "Made in-Canada" Train at Edmonton, Alberta.



School Children marching to see the "Made-in-Canada" Train at Viscount, Saskatchewan.

of the Western country, and of the big expanding market for manufactured goods which existed there. None, however, appreciated the rapidity with which the market is growing nor its vast extent at its true value. Too much stress cannot be laid on the necessity of firms in the older parts of Canada locating distributing houses and eventually branch factories in different parts of the West to take care of the Western demand.

There is no doubt that in some lines the West is ripe for branch manufacturing plants at the present time, and it is essential to the all-round development of the West that manufacturers in the older parts of the country should look carefully into the industrial possibilities of the West at the earliest possible date.

Supreme efforts must be put forth within the next decade if Canadian business houses are going to acquire and retain their proper share of the enormous markets of the middle West.

Leading citizens of Western communities realize this, and are prepared to go more than half-way in their efforts to induce Eastern firms to locate distributing houses or branch factories in their midst. It is earnestly to be hoped that the Eastern business man will respond to these efforts.

Canadian Pacific Railway.

The service supplied by the C.P.R. was excellent in every respect. During the whole 48-day trip the train was not behind its schedule more than half a dozen times, and in no case was more than an hour's delay experienced. The attendance was not affected at any stop by the train being late, and the fact that during the 48-day trip not a single mishap, even of the most trifling kind, was met with speaks volumes for the efficiency of the management of Canada's Great Transcontinental Railroad. The bodily comforts of the party were catered to in the best possible manner by the dining car and sleeping car departments of the same road, a brand new dining car and sleeping car being placed at their disposal for the entire trip.

The C.P.R. officials at the various divisional points displayed the keenest interest in the undertaking, and in most cases the superintendent or one of his principal officials accompanied the train over his division. This expedited the movement of the train and was greatly appreciated by the members of the party.

The Press.

The exhibitors and the committee in charge of the exhibition are under deep obligation to the Press of Canada for the splendid co-operation given by them. Without exception the newspapers and other journals, both in the East and West, featured the train from the time it was first proposed, and there is no doubt that the publicity they gave it very materially increased the attendance.

At points where speech making was necessary, Mr. T. A. Russell, who accompanied the train for one week of its journey, Mr. T. H. Race, the lecturer, and the Secretary, made responses for the party.

It was found difficult to conduct the illustrated lecture during the day stops owing to the fact that the dining car was the only place near the exhibits in which darkness could be secured for the operation of the lantern. It was impossible to accommodate more than about ten per cent. of the visitors during day stops at the lecture, but in the evenings the lecture was given out of doors, and in some cases in halls, which were kindly placed at the disposal of the management by the municipality officials. Where these facilities were provided, practically every visitor to the train heard the lecture.

Too much praise cannot be given to Mr. Race for the excellent work he did under the most trying atmospheric conditions.

This being the first trip of the kind ever undertaken there were naturally a number of minor details in which improvements could be made. It is not necessary, however, to deal with these in this report, but before the next trip is planned all the improvements will be carefully worked out. There is no question that next year's exhibition will be an even greater success than the one which has just closed.

Requests were received from the officers of the Winnipeg Industrial Exhibition, the Brandon Exhibition and the London Exhibition to have the train shown intact at these fairs. The proposal was taken up with the C.P.R. officials, but owing to the shortage of equipment they did not feel they could spare the cars longer than the first of July, as at first planned, and the proposal had to be abandoned for the present.

While it has not been definitely settled as yet, it is almost certain that an exhibition of the same nature will be conducted through the West next year, possibly in two trains, and there is also a possibility of the trip being organized through Ontario and the Maritime Provinces during 1913. As far as can be learned, this was the unanimous wish of the exhibitors on the train, all of whom seemed anxious to have the trip repeated.

The Press Representative, Mr. A. C. Batten, was indefatigable in his efforts to disseminate information about the train, and the very excellent reports that appeared in the Eastern and Western papers are entirely due to his splendid work.

The advance work done by Mr. N. P. Lambert was very thorough, and the advertising, both poster and newspaper, was effectively carried out by those to whom it was entrusted. In fact, the train was heralded in the West several weeks before its actual arrival, and in most of the towns visited about 75 per cent. to 80 per cent. of the populace were waiting at the station to meet it.

It gives your committee great satisfaction to be able to report that the undertaking was self-sustaining, that is the receipts for the sale of space were sufficient to take care of all the expenditure involved.



A prominent member of the Canadian Home Market Association in action.—Graingrowers' Guide.

PLAIN TALK.

Great Britain protests against proposed Congressional acts freeing American vessels from tolls in the Panama Canal. Few people not hopelessly engrossed in the game of practical politics will wonder at this action. However much we may want to foster American shipping, however strongly we may feel that the United States has built the canal on its own property, however great a sacrifice our expenditure on the canal may seem, however bitter our enmity against great railways and however anxious we may be to impress our constituents with the idea that we are simon-pure American through and through, and what care we for the British lion or anyone else, yet there is no getting away from the plain and simple language of the Hay-Pauncefote Treaty. No more plain, simple and unmistakable language was ever written into a treaty solemnly signed by two nations. There is but one question before the people of the United States to-day, and that question is, shall we or shall we not live up to our bargain—honor our signature? If we do not, we insure for ourselves the scorn and contempt of the nations of the world. That price no country can afford to pay.—*American Exporter.*

LABOUR UNREST INCREASES.

The record maintained in the Department of Labour shows industrial conditions to have been disturbed to a considerable extent by trade disputes during June, the number of disputes and the number of employees thrown out of work by such disputes being greater than those of the preceding month and also greater than those of June, 1911. There were altogether thirty-seven disputes reported to the Department, as having been in existence during June, as compared with twenty-nine during May, and twenty-seven in existence during June a year ago. About three hundred firms and fifteen thousand employees were affected by those disputes, the majority of which were not terminated before the end of the month. The loss of time to employees through trade disputes during June was approximately 205,000 working days compared with 60,000 working days lost in May, and a loss of 355,000 working days in June, 1911. A feature of the month was the unrest prevailing among workmen in the building trades, fourteen strikes actually occurring during June among employees in these trades, and throwing out of work more than four thousand men. Two disputes, those of garment workers at Montreal and carpenters at Winnipeg, directly affected more than three thousand men each, and were not terminated before the end of the month.



"Heads I win. Tails you lose."—American Economist.

NEW STEEL CASTING PLANT.

The Dominion Steel Casting Co., Ltd., are building a plant in Hamilton at a cost of a quarter of a million dollars. The new company has secured the exclusive rights for Ontario for the manufacture of steel castings by the Stock process, which includes the use of oil for reduction purposes. The great heat attained by the oil fuel produces a high quality of steel and makes possible the production of very small steel castings. The plant, when completed, will have a capacity of 12,000 tons a year.

GROWING BUSINESS IN CANADIAN AUTOMOBILES.

Canadian cars are popular in New Zealand. In 1909 the number imported was 19, and in 1910 the number was 95. As an evidence of the expansion of trade as exemplified by the experiences of this firm, they have landed in New Zealand during the year ended March 31, 1912, no less than 336 cars. The Karamea, just arrived, had on board 53 cars, and the Waimate, next to arrive, has on board 55 cars. The Whakatane, sailing from Montreal on May 15, has 84 cars for New Zealand of this make alone. These cars retail in New Zealand for £230 ($1,150) delivered, so that this shipment alone represents a value approximating $100,000.—Trade Report.

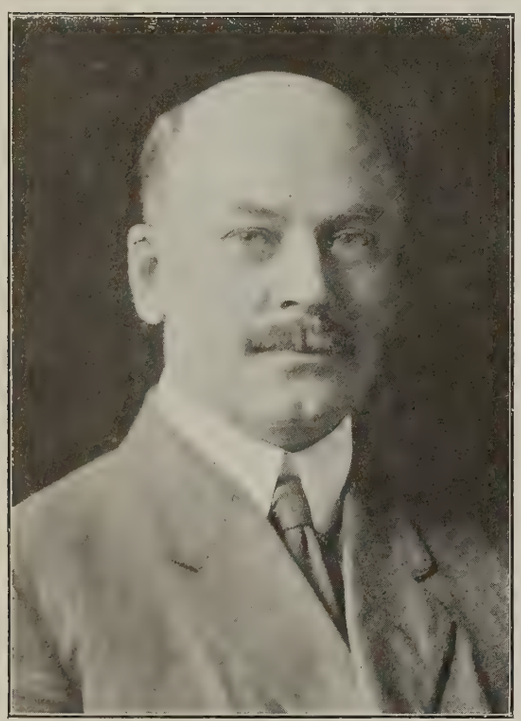


Under which Flag?—American Economist.

TORONTO BRANCH ANNUAL MEETING

The Reports Showed Great Progress During the Year. Retiring President Beer made a Splendid Address, Touching on many Important Problems. Technical Education Discussed. New Officers Elected.

"THE business-like manner in which our Association has gone about the correction of inconsistencies in the Customs Tariff, its aggressiveness in attacking the transportation companies for their numerous shortcomings, and its fearlessness in challenging the constitutionality of our extra-provincial corporation licensing acts, have demonstrated its practical value to manufacturers as perhaps never before, while its broad and humane attitude toward the question of Workmen's Compensation has won for it a degree of public esteem which even its harshest critics have been forced to recognize."



MR. G. FRANK BEER
Retiring President of the Toronto Branch

The above statements formed the introduction of an address delivered by Mr. G. Frank Beer, retiring President of the Toronto Branch, at its annual meeting, held at the Royal Canadian Yacht Club on July 11th. Mr. Beer not only dealt upon national questions in a broad way but also specialized on certain local matters in a manner which made them interesting to all manufacturers in Canada who are struggling with similar problems.

East and West.

Continuing, he said: "The one event of outstanding importance since our last annual meeting was the Federal Election which resulted in the downfall of the Government upon the issue of Reciprocity. It would be useless to attempt to disguise the fact that Alberta and Saskatchewan are keenly disappointed over their failure to obtain access to the larger markets of the United States, and so long as that feeling of disappointment prevails, it cannot be said that Reciprocity is dead. Nor can we afford to close our eyes to the fact that the provinces mentioned feel aggrieved with us in the East for the part we played in thwarting their desire. No amount of specious argument or flag waving will allay that feeling or satisfy the West that it has not been robbed. Wider markets it must have, but for its own good, as well as for the upbuilding of Canada as a whole, let us hope that they will come through the development of diversified manufacturing industries west of the Great Lakes. When the benefit to the whole of Canada resulting from industrial occupations is appreciated, as no doubt it shortly will be, by those in the West engaged in agricultural pursuits, I do not believe there will be found any division of interest in our working together for a common end, namely, an all-round industrial and agricultural development. Boom conditions may be expected to prevail so long as construction continues and people keep pouring on to the land, but if its prosperity is to be laid upon a permanent foundation there must be provided for its population more variety of occupation than farming and real estate speculation. The Made-in-Canada train which has just returned from the West has, we hope, caused its old men to see visions and its young men to dream dreams of a prairie broken at frequent intervals by busy towns and populous cities, whose hives of industry afford the farmer a profitable market for everything he can produce. And if we as manufacturers can speed the day for the realization of these dreams by erecting branch factories in the West the moment conditions make it practicable to do so, we will, I feel sure, be acting not only in our own best interest, but in the interest of a united Canada and a United Empire.

Labor.

"In the labor situation of the past year there is much to be thankful for. Employment has been steady and wages have shown a tendency to increase. Where hours, wages and conditions of employment have been made the subject of friendly negotiation, in a spirit of reasonableness and moderation on both sides, labor has usually been the gainer, but some of the unions seem to be unfortunate in their leaders. The new agreement between the Master Printers and the Typographical Union furnishes an excellent illustration of how much intelligent leadership can do for the men, whereas the strike of the Garment Makers shows how little is to be gained by acting on impulse and without a full understanding of the situation.

"Skilled help in many lines of trade continues to be scarce. Locally business has not suffered as much on this score as in previous years, but the shortage has been sufficiently marked to cause employers to view the situation with some concern. As my predecessors in office have pointed out, the remedy lies not so much in relaxing the immigration regulations, as in securing for the city a more diversified line of industries and in increasing the proportion of heavier trades for which male labor is required. As a manufacturing centre Toronto stands second in Canada, yet the bulk of its output is from light manufacturing for which female labor is largely employed. If in the development of Ashbridge's Bay the Harbor Commission would but encourage the establishment of heavy industries, there would be attracted to the city a large number of men whose families could be depended upon

to supply much of the shortage of which our clothing, paper and foodstuff factories are now complaining. It is a significant fact that nearly all the large industries that have left the city in recent years have been extensive employers of female labor, and one is forced to conclude that the greater ease with which this class of help can be secured in the smaller towns throughout the province has had a great deal to do with the movement.

The Significance of Increasing Land Values.

"In this connection mention should be made of the remarkable increase in land value during the past few years and the effect of such increase upon production. In some localities sites of a suitable size have risen within ten years from $10,000 to $60,000 while advances in price of from 100 to 500 per cent. for an equal period are comparatively common. In all such cases the effect must be either to increase the cost of production or to leave a smaller amount for distribution among the factory workers in the form of wages, for rent is a first charge on all industry. In the case referred to above the land owner receives a profit of $50,000, but to the manufacturer who must have the site for factory purposes this $50,000 is simply a burden which it costs him between $3,000 and $4,000 a year to carry. Were it possible for him to have saved this amount he might either have sold his goods cheaper to the consumer or have paid his workmen a higher wage. In any case it is apparent that the landowner is enriched at the expense of the wage-earner, or of the consumer—probably both. It is possibly not properly appreciated that the millions of dollars that have recently been added to land values in Toronto must ultimately fall upon the consumer of every-day necessities. He pays the bills.

"If each citizen had some share in the ownership of this newly created wealth there would be less inequality, but under our existing system of taxation and ownership the landless members of our community, who have not participated in the profits, must all pay in some form or other their share of this increment. To them, therefore, the cost of living is simply increased by their proportion of the amount of such increment. The apathy of this large class of our citizens can only be explained by their failure to grasp the true significance of the system under which they are living.

"Speaking for myself, I hope the time may speedily come when they will not only demand a special tax on land and at least a partial exemption of improvements, but will also declare themselves for a special tax on unearned land values. Values such as these are adequate, I believe, to meet all our social responsibilities and there seems no valid reason why they should not be enjoyed by the community which creates them instead of by the individual in whom for the time being the title to the property is vested.

Conclusion.

"And now, in conclusion, let me give expression to a thought that has long been in my mind, and sound a note of caution for which I would be glad were there no necessity. Whether we like it or not, we Canadian manufacturers as a class are formed, by the trend of public sentiment, to stand together. Operating as we do under a Protective Tariff, there is, and always will be, a considerable section of the community that will insist we are upon trial. While we believe that the remarkable development our country has experienced and the prosperity it has enjoyed afford ample justification for our policy of reasonable protection, we would be foolish to close our eyes entirely to the fact that there are those who hold contrary views, and who are prone to seize upon any weakness in our conduct and to magnify it to our detriment. If we would spare ourselves such criticism and build up for ourselves a reputation that will bring us business, then we must be prepared to play fair. And let me make it clear that our interest in this matter is not individual but collective. Thanks to the "Made-in-Canada" cry, what reflects credit upon one reflects credit upon Canadian manufacturers as a class, and what mars the reputation of the individual lowers the esteem in which his fellow-manufacturers are held, for a man is always known by the company he keeps. Let us, therefore, see to it that "Made-in-Canada" stands for goods of quality, durable and attractive, made in factories that are sanitary and pleasant to work in. Labor disagreements will probably always be with us to a greater or less degree; it is our duty to see to it that these difficulties are never produced or perpetuated by any injustice or uncompromising attitude towards those who are in the main so honestly and capably working along with us in the upbuilding of a Canada which we all hope will stand for the highest type of social and industrial achievement."



MR. A. R. CLARKE
Elected Chairman of the Toronto Branch

EXHIBITION REPRESENTATIVES.

The representatives of the Association on the Canadian National Exhibition Board have been busy trying to secure better accommodation for exhibitors, according to their report submitted to the Toronto Branch annual meeting.

For the Process Building they have recommended that the whole interior be cleaned and re-decorated; that as far as possible booths be built to a standard height and that certain sales rights be relegated to positions where they would interfere less with traffic.

In the Manufacturers Building a strong plea has been made for better ventilation. They urged that the glass roof at the west end be replaced by a wood roof, that bunting and paper decorations be prohibited, and that the number of selling rights be greatly reduced.

As regards the new Machinery Hall, they favored a building with at least double the floor space of the one at present in use, the new building to be provided with railway sidings, and to have electric travelling cranes for the handling of

heavy machinery; the roof to be at least twenty-five feet high, so as to allow plenty of head room for cranes, ventilation and light.

For the Annex it has been recommended, among other things, that the sidewalk from the curb to the face of the building be concreted the entire length; that the entrances be provided with suitable signs to show that the building contains exhibits; that railed-off platforms of uniform height be built for the better display of exhibits, and that all advertising signs be required to conform to certain regulations as to size and placing.

They requested that outside exhibitors be given a water service adequate to their needs; that the roads in their part of the grounds be properly paved and kept clear of waiting motor-cars; that all refreshment booths be removed from that locality unless proper sanitary appliances can be installed.

In submitting these recommendations to the Directorate the representatives coupled with them two others of a general character:

(1) That the plan of placing those buildings where manufactured goods are displayed, under the charge of committees comprised of representatives from the Manufacturers Association, be continued, and

(2) That all Exhibition attendants while on duty upon the grounds be required to wear a uniform.

At this year's session of the Legislature an Act was passed changing the name of the Exhibition from the Industrial Exhibition Association to the Canadian National Exhibition Association. Under the old charter the C. M. A. was entitled to only twelve representatives. The new Act gives the manufacturers a total representation of fifteen, three of whom are to be non-residents of Toronto.

TORONTO EXECUTIVE'S WORK.

One of the most constructive pieces of work that has engaged the attention of the Toronto Branch Executive Committee during the year was the housing of the industrial population.

From a desire to give effect to the resolution adopted at the last Annual Meeting on the subject of Town Planning, the Committee determined that, if possible, there should be given in Toronto a practical illustration of the possibilities of a scheme of co-operative home building. No time was lost in interesting other organizations of business men, and a joint Committee, consisting of the Mayor and representatives of the Manufacturers Association, Board of Trade and the Guild of Civic Art, was actively at work formulating a definite proposition. The result of their efforts was the formation of a joint stock company known as the Toronto Housing Company, Limited, which had for its immediate object the acquisition of a tract of land near the outskirts, upon which were to be built approximately one hundred homes for workmen, capable of being rented at from $10 to $25 per month, or sold on time payments that would work out as the equivalent of this amount of rent. All dividends on capital stock were to be limited to 6 per cent., any earnings over that amount to be applied towards reducing the burden upon the occupants of the houses. The plan so thoroughly commended itself to the Committee that the Secretary was authorized to circularize members in regard thereto, inviting stock subscriptions from those who cared to help along the good work. It is a pleasure to report that the first issue of one hundred thousand dollars stock was readily taken up, members of the Association being prominent among the subscribers.

In furtherance of the objects of the company it became desirable to arrange for the city's guarantee of any bonds it might have to issue. Special legislation was necessary to permit of this being done, but with the strong backing of the city and the organizations above mentioned the bill was speedily passed.

A suitable site has been secured in the north-east part of the city, and the ground has been laid out to splendid advantage, provision being made for a playground, for public gardens and shrubbery that cannot help but add materially to the beauty of the surroundings. Individuality will also be aimed at in the houses to be erected so as to avoid the monotonous uniformity that so often mars house building schemes executed on a large scale.

The Committee believes that the operations of the company will be followed by employers with keen interest and confidently hope that they will point the way to the solution of a problem that has of late years been causing us all a great deal of concern.

Delays to Freight.

Perhaps the most serious transportation problem the Committee have been called upon to deal with has been the inefficiency of the freight service into and out of Toronto. Complaints of delays to freight in transit and in delivery after arrival at destination were never so numerous as during the past six months. Many of these delays ocasioned serious loss of business, to say nothing of the annoyance and embarrassment to which they give rise. Members were asked by the Transportation Department to file a full statement of all their complaints with the Association. The appeal met with such a generous response that some three thousand specific instances of unreasonable delays were available for immediate use. A careful tabulation of the facts supplied made it quite clear that the railways were woefully lacking in conditions for the proper handling of less than carload shipments. A brief has been prepared and filed with the Dominion Railway Commission, coupled with an application for service such as is called for by the Act.

In spite of protests, the manufacturers' water rate was increased from 5c. per 1,000 gals. flat to 8c. per 1,000 gals. for the first one million gallons, and 6c. for everything over one million.



MR. J. M. McINTOSH

Who has been recently appointed Secretary of the Toronto Branch

Reference was also made to the formation of the Toronto Harbor Commission, telephone rates, relations with the Board of Trade, cartage, street railway service, militia camps and technical education, satisfactory progress being reported.

Secretary's Report.

In his report, Mr. J. M. McIntosh, Secretary of the Branch, suggested that the Executive co-operate with other organizations, such as the Board of Trade, to prepare a comprehensive municipal platform and to elect men who would carry it out. He also pointed out that Toronto was suffering from the lack of a publicity bureau and stated that an Ontario city, much smaller than Toronto, had secured twenty industries last year through the efforts of its industrial commissioner. Attention was drawn to the charity bureau of the Buffalo Chamber of Commerce, by means of which money is distributed scientifically among the poor.

TORONTO TECHNICAL SCHOOL.

From the Report of the Association's Representatives on the Advisory Committee.

In order that the best design possible might be obtained, the Advisory Committee appointed a Board of three professional assessors who should have charge of a competition among the architects of Canada, for which prizes were given. This Board of professional assessors consisted of Mr. Frank Wickson, Toronto; Prof. Percy E. Knolls, of Montreal; and the Principal of the School, Dr. A. C. MacKay. The assessors immediately after their appointment drafted the programme of competition and opened the competition to the architects of Canada. The result was characterized by one of the assessors as "one of the best competitions which he had ever seen in Canada." The competition closed on the 15th of June, and the assessors shortly after rendered their judgment. The result was that the first prize went to Messrs. Ross & McFarlane, of Montreal, the second prize to Brown and Vallance, of Montreal, and the third prize to C. S. Cobb, of Toronto.

The Toronto Board of Education has appropriated the sum of $800,000 for the new school. This will enable the Advisory Committee to adopt the plans of the winning competitor, with some possible rearrangement of the elevation.

Branch schools have been established at the Riverdale High School and the Humberside High School, in which branches the elementary work of the Technical School is carried on. A sub-committee of the Advisory Committee has been formed to discuss the whole problem of branches as it concerns the city at large.

During the coming year the work of the Committee will be very largely taken up with the work of building. All efforts must be bent towards the goal of getting the new school opened as soon as possible. This is necessary on account of the fact that very little can be done in the extension of courses until such accommodations are secured.

TORONTO BRANCH ELECTIONS.

The following officers were elected by the Toronto Branch at the annual meeting:

Chairman, A. R. Clark, A. R. Clarke & Co. (acc.).

Vice-Chairman, R. D. Fairbairn, R. D. Fairbairn & Co. (acc.).

Non-Resident Exhibition Representatives.

S. J. Williams, Berlin, Williams, Greene & Rome Co., Limited (acc.).

A. F. Hatch, Hamilton, Canada Steel Goods Co., Limited (acc.).

R. S. McLaughlin, Oshawa, McLaughlin Motor Car Co., Limited (acc.).

Representatives to the Canadian National Exhibition Association.

Geo. F. Brigden, Brigdens Limited.
S. B. Brush, S. B. Brush & Co.
J. Firstbrook, Firstbrook Box Co., Limited.
E. Freyseng, Freyseng Cork Co., Limited.
R. S. Gourlay, Gourlay, Winter & Leeming.
S. Harris, Harris Lithographing Co., Limited.
Wm. Inglis, John Inglis Co., Limited.
G. T. Irving, Irving Umbrella Co., Limited.
J. S. McKinnon, S. F. McKinnon & Co., Limited.
W. C. Phillips, Phillips Mfg. Co., Limited.
F. A. Rolph, Rolph & Clark, Limited.
T. A. Russell, Russell Motor Car Co., Limited.

Representatives on Executive Council, 1912-1913.

G. Frank Beer, Eclipse Whitewear Co., Limited.
Mark Bredin, Bredin Bread Co., Limited.
G. F. Brigden, Brigdens Limited.
S. H. Chapman, Ontario Wind Engine & Pump Co., Limited.
R. J. Copeland, Copeland-Chatterson Co., Limited.
R. D. Fairbairn, R. D. Fairbairn Co., Limited.
John Firstbrook, Firstbrook Box Co., Limited.
Atwell Fleming, Atwell Fleming Printing Co.
Samuel Harris, Harris Lithographing Co.
S. R. Hart, S. R. Hart Co.
W. C. Laidlaw, Laidlaw Lumber Co., Limited.
C. B. Lowndes, Lowndes Co., Limited.
H. H. Mason, Mason & Risch Piano Co., Limited.
J. S. McKinnon, S. F. McKinnon Co., Limited.
C. M. Murray, Chapman Double Ball Bearing Co. of Canada, Limited.
J. P. Murray, Canadian Oil Producing and Refining Co., Limited.
Fred Nicholls, Canadian General Electric Co., Limited.
S. R. Parsons.
W. C. Phillips, Phillips Mfg. Co., Limited.
Thos. Roden, Roden Bros.
A. S. Rogers, Imperial Oil Co., Limited.
F. A. Rolph, Rolph & Clark, Limited.
T. A. Russell, Russell Motor Car Co., Limited.
J. F. M. Stewart, Point Anne Quarries, Limited.
W. B. Tindall, Parry Sound Lumber Co., Limited.
John Turnbull, Nasmiths Limited.
G. W. Watts, Canada Foundry Co., Limited.
S. M. Wickett, Wickett & Craig, Limited.

Toronto Branch Executive.

Geo. Brigden, Brigdens Limited.
R. J. Copeland, Copeland, Chatterson, Crane, Limited.
W. C. Coulter, Booth, Coulter Cooper and Brass Co., Limited.
Geo. H. Fensom, Otis-Fensom Elevator Co., Limited.
W. C. Laidlaw, Laidlaw Lumber Co.
C. B. Lowndes, Lowndes Co., Limited.
Geo. B. Meadows, The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited.
T. F. Monypenny, Imperial Varnish & Color Co., Limited.
C. M. Murray, Chapman Double Ball Bearing Co. of Canada, Limited.
C. Stanley Pettit, The Delaney and Pettit Co., Limited.
Thos. Roden, Roden Bros.
J. C. Scott, The J. C. Scott Co., Limited.
R. Southam, Southam Press, Limited.
J. F. M. Stewart, Point Anne Quarries, Limited.
A. W. Thomas, Copp, Clark Co., Limited.

CHANGES NEEDED IN THE PATENT ACT OF CANADA

Note.—This is the fourth and last article contributed by Marion & Marion, Patent Attorneys, Montreal.

The fourth change needed in the Patent Act is:

SUBSTITUTE FOR COMPULSORY MANUFACTURE (SECTION 38A) AND COMPULSORY LICENSE (SECTION 44) AN OPTIONAL CHOICE BETWEEN MANUFACTURE AND COMPULSORY LICENSE, THE SAME TO BE APPLICABLE TO ALL PATENTS.

The general intention of the Patent Act is, of course, to encourage invention, improvement and advance in all branches of useful industries. To that end, the laws are so framed as to give to an inventor and his successors a monopoly of the invention for a limited period of time. On the other hand, these laws must be so devised as not to injure or take from the public any rights which would otherwise exist. Thus, at the expiration of the limited monopoly the public would inherit the improvements without having suffered any loss as a result of the limited monopoly.

It certainly stands to reason that the amount of invention, improvement and advance in the great variety of industries of a country are proportionate to the encouragement given by the laws of that country. As an example, Canada's near neighbor may be cited. It is well known that the laws of the United States are far more liberal to inventors than the laws of any other country of importance. They are framed to give the greatest possible protection and encouragement to the inventor, while at the same time not infringing upon the rights of the public. The theory there followed is that an inventor is an originator; that he brings into the world a new idea, that he makes a step in advance of existing conditions, that, therefore, he should be encouraged by ample protection. A step in advance, in any industry, is important, generally, to the entire public, both as affecting the particular industry and as an incentive to other advances. Recognizing these facts, the Congress of the United States enacted such laws as would give to the inventor an uninterrupted and continuous, though limited, term of monopoly of his invention. Furthermore, and equally important, this monopoly is granted absolutely free of any and all conditions whatsoever. The result of these liberal laws and the encouragement they give is strikingly illustrated by the vast number of patents issued by the United States Patent Office and the consequent rapid advance and development of all the various industries of that country, and the continual establishment of new industries. Inventors realize that when they once obtain a patent in the United States they are not in danger of losing it by failure to pay certain fees on certain dates six or twelve years hence. The patent is theirs to do with as they see fit. They need fear no loss of their rights because their inventions are years in advance of the times, and, therefore, probably incapable of manufacture within a certain limited period; or because conditions entirely beyond their control make it impossible for them to comply with burdensome conditions attached to their patents. It is clear, that the inventor is usually the one who is most deeply interested in the invention. It is his conception and is most clearly understood by him. He is, of course, the one most interested in getting it before the public in such shape as will bring him a fair reward. It is he who should be protected so that he will be encouraged to bring his invention into public use, as far as he is able. If he fails in his efforts, from any cause whatever, such failure should certainly be a hard enough blow without compelling a further loss, such as the forfeiture of all rights. Just a brief glance at the number of patents granted by the leading countries of the world, to and including December 31st, 1910, will show clearly the effect of liberal patent laws, as above argued.

They are as follows:

France	440,898
Great Britain	425,374
Germany	248,106
Canada	133,690
United States	990,134

The total number of patents issued in all countries foreign to the United States, to December 31st, 1910, was 2,138,091. Thus the United States has issued more than twice the number of patents issued by any other country, also more than any other two countries combined, also nearly one-half as many as all other countries together. The reasons for such a large number of patents issued by the United States, as compared with the number of patents issued by the other countries is, of course, in large measure due to the liberality of the patent laws of that country.

What Literal Interpretation Means.

As previously pointed out, there are a great many inventions, including practically all of the more important ones, which it is almost impossible to manufacture or get on the market within the short period now fixed by the Patent Act. Suppose, however, that the invention is one of less importance—a new idea relating to small household necessities of everyday use or an article of feminine wearing apparel, for instance. There are many such. The public demand for these often depends almost entirely upon the whims of fashion. For some time before the application is filed, there may have been a considerable demand for the article. By the time that the patent is granted the demand may either have ceased entirely or be very rapidly diminishing. Under such conditions it is, of course, useless to manufacture the articles. The period of no demand may last for one, two, three, four or more years, and the demand may then revive. it would be practically impossible to gauge the period of no demand. Suppose that the lack of demand should extend over a period of four years from the date of the patent. In such case (no extension being obtainable under such circumstances) the owner of the patent, according to Section 38a of the Patent Act, would have to "continuously carry on in Canada the construction or manufacture of the invention patented." According to the latest decision of the Supreme Court of Canada, Section 38a must be construed literally, *i.e.*, there must be an actual and *bona fide* manufacture of the patented invention in Canada, and within the time specified. Certainly no advantage could result either to the public or to the owner of the patent. To the patent owner there would be only wasted time and useless expense. Suppose, again, that there is actually a fair demand for the article but its manufacture involves considerable outlay for machinery, etc. The patent owner will probably arrange with some manufacturer to produce the article under a license—frequently an exclusive license agreement. In most cases it takes considerable time to come to terms, mostly because the article is totally new to the public and its market value is very difficult to foresee. Very often the statutory period will almost have elapsed before the agreement is completed and signed. The patent owner, of course, relies upon the manufacturer to begin the manufacture within the statutory period and continuously carry on the manufacture from the date of such commencement. Suppose, however, that the manufacturer, for one reason or another, fails to carry out the manufacture of the patented invention. There are many such cases. Now, if the license be an exclusive one, the owner of the patent will be bound not to manufacture until after the contract has been determined, either by mutual consent or by breach on the part of the manufacturer. It is then, of course, too late

and his patent rights have become void, according to the wording and present interpretation of Section 38a.

Waiting for Machinery.

Again, suppose that the manufacture of the invention is dependent upon specially constructed machinery, made particularly for the manufacture of the invention. In many cases, such fact is not discovered until a year or more after the issue of the patents, *i.e.*, until the patent owner has exhausted all efforts to find a manufacturer who can produce his invention. Such a case is one of quite frequent occurrence with inventors, simply another case of the "cart before the horse." He must then turn his attention to inventing a machine for producing his patented article. After he has devised the machine he must find some one who will manufacture the machine. Then he must, usually, hunt for a manufacturer who will use the new machine to manufacture the previously patented article. Thus, in the great majority of such cases, the statutory period will have more than elapsed before it is even possible to produce a single one of his patented articles. Here, again, the patent owner's rights will be lost, despite his efforts to place the article on the market.

Again, the patent owner may find it impossible to induce manufacturers to introduce his patented article, while, at the same time, the cost of the necessary machinery may be prohibitive to him. The very smallest articles of manufacture belong in this class. Many of them, when finally taken up—three or four years or more after the date of the patent—have proven of very great value. With the patent lost at the end of two years for failure to manufacture, the patent owner loses interest and the patent becomes a dead letter, whereas a very considerable industry would have developed under it except for the fatal requirement as to compulsory manufacture within a fixed and definite period.

Laws Should Stimulate Invention.

It is clear that inventors and consequently improvements are much more numerous and industrial advance correspondingly greater and more rapid in the country where the patent laws are so devised as to give the greatest encouragement and the most thorough protection to the inventor, or originator, of advanced ideas.

Certainly the inventors would be greatly encouraged and the various industries proportionately benefited by the removal of so many obstructions and pitfalls as now exist under Section 38a of the Patent Act. Section 38a could be completely eliminated with great advantage to inventors and, therefore, great advantage to the public.

At present, Section 44 of the Act is available, under certain conditions, for certain classes of inventions, in lieu of 38a. If the patent is placed under Section 44, Section 38a does not apply, but a compulsory license may be granted to an applicant instead. The cases of granting such licenses are extremely rare and Section 44 is practically a dead letter in that respect. As shown by the last report of the Commissioner, 1,336 patents, or about one-sixth of the entire issue, were placed under Section 44. A great many more, doubtless would have availed themselves of this protection had the Patent Office been thoroughly posted. One great objection to Section 44 is the old one of a fixed date to remember. This has been dealt with at length in connection with the payment of instalments of the patent fee and need not recur here. Another serious objection is that Section 44 does not apply unless the patent owner has particularly requested its application and that within a fixed period from the date of the patent. But the greatest objection is that it applies only to certain fixed classes of patents and none others. There are many to which its benefits are not extended. It would certainly be of very great advantage to everybody concerned, and it would prove a very great encouragement and incentive to inventors, resulting in great industrial advance, if provision could be made whereby Sections 38a and 44 would be abolished and a section or sections substituted which would avoid the defects of both while at the same time combining with the general intents of these two the underlying principle of the Patent Act, *i.e.*, that of giving to the inventor the greatest possible protection and encouragement in the form of a limited monopoly, while at the same time not permitting him to over-ride the rights of the public.

Inventor Has Priority.

Now, it is beyond question that the inventor, being the originator, the public has no rights in the invention prior to the rights of the inventor. Therefore, if the laws are so devised as to give to the inventor, or his successor, an absolute and unconditional monopoly for a limited period, it is certain that the public will not be in any worse position during such monopoly than it was before. On the other hand, it is very probable that the public will be considerably benefited by manufacture and sale or other use of the invention by the owner of the patent. Likewise, the inventor will doubtless be benefited either by the sale, use or other disposal of his patented invention. The very least that can be said is that the inventor will certainly be considerably encouraged by the opportunity afforded him as the result of the unconditional monopoly. He will be stimulated to even greater efforts. It may be argued that the public may be injured by permitting the withholding of the invention. The fallacy of such an argument seems clear from what has just been said. Or it may be said that the monopoly should not be made so absolute as to permit a patent owner to lie idle and keep his invention from the public when there is a real serious desire of the public to obtain and use the invention, paying the inventor a fair price therefor. One great obstacle in such cases is the difficulty of determining what would be a fair price. The invention is not on the market, therefore no market price is available to settle the question. The invention is new; it is an advance over other devices in the same general line; it is an improvement; hence it is certainly of more value; therefore, a greater price should be paid for it. But how much greater? How much should be paid? The question is a very difficult one. If the owner of the patent insist upon his price, the prospective purchaser may consider it too high and, therefore, unreasonable. He may then treat the insistence upon the high price as a refusal to sell at a reasonable price. If he were sufficiently interested, he would bring an action to have the patent declared void under Section 38a. Yet all the time the patent owner may be acting in perfectly good faith. The prospective purchaser, not having full details as to the actual cost of production of the new article, may be entirely wrong and the court may so decide. Yet the patent owner may thus be dragged into needless and costly litigation, without any sufficient reason. If he is poor, he may lose his patent rights merely for lack of funds to pay a lawyer to plead his case.

Protect the Inventor.

The number of cases where the patent owner actually refuses a fair price for the patented article, at any time after the patent is issued, are comparatively few. In the few cases where the patent owner is not in a position to actually produce the patented articles when they are desired, he is almost always willing to grant to the prospective purchaser a license to make, use or obtain from others the patented device. Now, if the patentee is to have his limited monopoly in any manner burdened with conditions in favor of the public, such condition or conditions should be made as light as possible. Why not give every patent owner the option of

either manufacturing the patented article sufficiently to supply all demands or granting licenses to others to make, use and sell the patented device, process, etc.? The patent could be granted subject to such optional conditions from the date of its issue, or after two years from the date of its issue, and present Sections 38a and 44 could be repealed in lieu of new sections embodying these optional conditions. By such a change the value of patents would be greatly increased and they would not be so subject to forfeiture. Also, the public would be given ample opportunity to obtain or use the invention at reasonable price throughout the entire life of the patent, or from two years after the date of its issue. A great risk to the validity of all patents would be removed. Inventors would be greatly encouraged and improvements and advances would be correspondingly increased in all industries.

Besides the great advantages above pointed out, there would be very considerable advantages to the Patent Office; a very considerable part of the present records could be discontinued, and a considerable amount of time of the Commissioner of Patents, now taken up with petitions under Sections 38a and 44, would be left free for other matters. Thus, it is evident that such a change would have many important advantages over the present practice, while at the same time avoiding practically all the defects of the present practice.

Messrs. Benson and Bray plan to build a factory to make sash, doors, flooring, trim, etc., in Midland, Ont.

Messrs. M. Neil and Hugh McGoldrich are planning alterations to the Court House Hotel, Hamilton, Ont.



FIT TO DRINK.

Thirsty Unionist: "Are you a unionist?"
Barman: "Yes!"
Thirsty Unionist: "Was this beer brewed by unionists?"
Barman: "Yes!"
Thirsty Unionist: "And the mug—what about the mug?"
Barman: "Union, too!"
Trades Unionist: "Good! Here's luck!"

—Sydney Bulletin.

TRADE AGREEMENT WITH BRITISH WEST INDIES.

By R. W. Breadner.

THE Reciprocity Agreement with the British West Indies largely follows the draft agreement submitted in 1910 by the Royal Commission on Trade Relations between Canada and West Indies, of which the Right Hon. Lord Balfour of Burleigh, was chairman and the Canadian representatives were the Hon. W. S. Fielding and Hon. Wm. Paterson.

The agreement provides for a reciprocal trade preference of 20 per cent. on a certain specified list of articles; also a duty on cocoa beans, lime juice and limes imported into Canada from countries not parties to the compact. It also provides for a reduced rate of duty on arrowroot when imported from any one of the colonies.

Articles Affected.

The following are the chief articles of production which may be imported into Canada from the various colonies:—

Trinidad.—Cocoa, sugar and cocoa-nuts.
St. Vincent.—Arrowroot, sugar and cocoa.
British Guiana.—Sugar, cocoanuts and cocoa.
Barbadoes.—Sugar and molasses.
St. Lucia.—Sugar and cocoa.
Leeward Islands.—Sugar, molasses, cocoa and limes.

Sugar Is Most Important.

Sugar is the chief article of import covered by the agreement. In regard thereto I may state the preference provided for need not equal that now granted by Canada. Duty payable on raw sugar may be calculated on the basis of 96 degrees by the polariscope. Under the present tariff the rates payable on such raw sugar are 52½c. per 100 lbs. under the British Preferential Tariff and 83½c. per 100 lbs. under the General Tariff. According to the agreement the duties payable must not be more than four-fifths of the duties payable on imports from any foreign counry, but the preference on such sugar must not be less than 15c. per 100 lbs.

On the other hand, provision is made for the repeal of the tariff items under which a certain percentage of foreign raw sugar can now be imported at preferential rates. As one of these items was enacted for the purpose of controlling the price of preferential sugars it may be assumed that the West Indian planter will, under the Treaty, take full advantage of the preference allowed whatever that may be. The adoption of the Treaty will not prevent a revision of the duties payable on sugar whenever Parliament may deem such action necessary.

Cocoa a Large Item.

The second article of chief importance to the Canadian importer is raw cocoa. As the agreement provides for a duty on cocoa beans imported from countries not parties to the compact, this will necessitate a readjustment of the Canadian Tariff on cocoa products. The manufacturers of cocoa products in Canada must import, for blending and other purposes, cocoa beans produced in other countries regardless of the duty payable thereon.

The reduction in the rate of duty payable on arrowroot should benefit the consumer in Canada as well as the producer in St. Vincent.

Canadian Exports.

Respecting the articles of Canadian production or manufacture on which a preference will be granted, I may state the list covers nearly all the items, both agriculture and manufactures, furnished to the Royal Commission by the Secretary of this Association. It includes nearly all the principal articles now imported into the British West Indies

from Great Britain, United States and Canada. The preference provided for should throw the trade in many lines to the Canadian producer.

I am pleased to note that the "olive branch" has been extended to the other Islands in the British West Indies that have not yet been able to see their way clear to subscribe to the agreement. Let us hope they will do so at an early date. On the whole the agreement should materially benefit the parties agreeing to the compact and the different Governments concerned should be congratulated on its completion. It is another step towards closer trade relations between different parts of the British Empire.

LIGNITE BRIQUETTES FOR FUEL

By G. D. Casson

Secretary Board of Trade, Estevan, Sask.

The Problem of Securing Cheap Fuel and Power for the West may be Solved by the Utilization of Lignite which is Found in Great Quantities in Saskatchewan and Manitoba—Work of Professor Babcock and the U.S. Bureau of Mines.

YEARS ago, the Canadian West was conceded to have possibilities without limit. Her agricultural possibilities have been demonstrated to the world in a most convincing manner.

Raising wheat is not an easy or a pleasant occupation. The sacrifices that are made in the name of "Wheat," are many and varied. The cultivated man often works side by side with the Doukhoubor. The talented wife or mother labors with churn and washer. Such sacrifices as these have been necessary to make the Canadian West a land of plenty.

These wheat growers are the men and women who comprise the vast army of consumers, in the largest and most sought for market in America; who buy without stinting, and with no dispute as to prices. These are the people who are waiting with open arms for Canadian made products; who are looking ever to the time when home industries will mark, for them, a new era in which added comforts will brighten their isolated lives.

The Question of Fuel.

The great problem of the West has been centred upon fuel and power, the two most essential factors to the manufacturer. The distances intervening between the mining districts and the distributing centres of the West are so great that the consumer and the manufacturer have been entirely dependent on transportation companies for their supplies of coal for the manufacturer, and for the proper heating of residences.

The frequency of coal strikes, and their accompanying delays has but strengthened the general impression that the Canadian West would never contain the industrial centres that mark the business activity of Eastern Canada and the United States. Little effort has been made to establish manufacturing plants West of the Great Lakes, for this reason.

In Saskatchewan power, in quantities immeasureable has lain dormant for centuries, power of the easiest accessibility; power that requires but little expenditure for development, in comparison with electricity, steam, and which is accompanied by a by-product which repays the cost of operation, or at least the interest on the amount of capital necessary to install the plants.

Since the first settler found his own path into Saskatchewan, lignite coal has been accepted as a utility without the slightest appreciation of its possibilities. Familiarity with lignite has accorded it the usual degree of contempt.

Professor Babcock, of the University of North Dakota, was one of the few who believed in lignite. He convinced the officials of his University that it should be given a chance to prove itself. An experimental station was eventually installed at Hebron, North Dakota.

Professor Babcock, knowing that the percentage of moisture contained in lignite would not permit it to be shipped in its raw state, first attempted to convert it into a substance that would not disintegrate in transportation, or when exposed to the deteriorating influences of the weather. He crushed the coal, reducing it to a powder, and with the aid of a binding substance, pressed it into briquettes.

It was found that by this method the briquette burned too quickly, and was reduced to ash before the greater part of the heating properties ignited; the volatile substance in the raw lignite was in such large proportion to the carbon that, when mixed with a binding material which was practically all volatile matter, the majority of the gases escaped.

He resolved to reduce the volatile matter in the coal before briquetting, and resorted to a retort, such as is used in coke making, and discovered that the resultant fuel was of a very much more lasting quality.

Samples of lignite were taken in quantities approximating four hundred pounds to the sample; they were first crushed to lumps the size of an egg, and the moisture they contained was evaporated to a great extent by rotating them in a cylindrical drying machine. They were afterwards placed in a retort and roasted for a space occupying about four hours, the gases being drawn off, and after undergoing a process known to gas men as "scrubbing."

The residue, from which the volatile matter had been withdrawn, was mixed with a small percentage of pitch, after being ground to a fine powder, and wheat screenings were also successfully used as a binder.

The Results.

It was discovered that one ton of lignite produced 12,000 cubic feet of gas of a very fine variety, especially fit for use in gas engines, for lighting or for heating, as well as almost one half ton of briquettes, which, according to Professor Babcock, possesses twelve-thirteenths the heating properties of anthracite; which will not fracture nor disintegrate when dropped, red hot, into water; and which burn slowly to a very small leaving of ash.

One ton of lignite, as well as producing the above, also yields in by-products, one to two per cent. of coal tar, and about fifteen pounds of sulphate of ammonium, an extremely fine grade of fertilizer.

Among the cities and towns of Saskatchewan, which should benefit from the utilization of lignite for commercial purposes, at Estevan. Situated in the midst of the lignite coal fields, it is particularly built upon three seams of lignite of first quality. Railroad grading operations in its vicinity turn up seams of lignite; water borings pass through underlying

layers of this newly honored mineral; the farmer digs it out of the hill; the townspeople buy it for the cost of haulage; the brickyards take the clay and the fuel from the same excavation. For miles to the south and west is lignite, promising relief to the West, and the possibility of establishing plants in the West to the factory proprietor, who would, in the past, have extended his operations to the base of his largest market but for the lack of the greatest of his commercial necessities,—cheap power.

What Commission of Conservation Says.

Additional information in regard to lignite is furnished by the following article from "Conservation":

"The greater portion of domestic fuel used in the Provinces of Manitoba and Saskatchewan is Pennsylvania anthracite, costing from $11.00 to $15.00 per ton. Soft coal, also mined in the United States, is used as far west as the western boundary of Manitoba. This coal finds a market in these provinces notwithstanding the fact that 5,500 square miles in Saskatchewan is estimated to contain 18 billion tons of lignite coal, and 48 square miles in Manitoba to contain 160 million tons of lignite coal. The reason is this: The coals of Manitoba and Saskatchewan are of low fuel value and contain about 28 per cent. of moisture when mined; on exposure to the air for 24 hours, the coal loses its moisture and disintegrates. These facts, together with the high freight rate on the coal, prevents its shipment over any great distance. In order to overcome these difficulties it is necessary to make the value of the fuel greater by putting it into such shape that it might be easily transported without great loss. This could be brought about by briquetting the lignite and selling it as a domestic fuel and by generating electricity either by gas producers or by means of steam engines at the mines, and transmitting the electricity for power and lighting purposes.

Work of U. S. Bureau of Mines.

"It is of interest to know that the United States Bureau of Mines has demonstrated that suitable briquettes can be made from lowgrade lignites and that three samples of lignite, one from Texas, one from North Dakota, and one from California were made into satisfactory briquettes without the aid of a binder. With regard to the production of cheap power, the following is taken from Bulletin No. 13, United States Bureau of Mines:

"'These tests in the gas producer have shown that many fuels of such low grade as to be practically valueless for steaming purposes, including slack coal, bone coal, and lignite, may be conomically converted into producer gas and may thus generate sufficient power to render them of high commercial value. Practically every shipment tested in the producers, including coals with ash as high as 44 per cent. and lignites and peats high in moisture, has been successfully converted into gas that has been used in operating gas engines. It is estimated that on an average each coal tested in the producer-gas plant developed two and one-half times the power that it would develop if used in the ordinary steam-boiler plant. Such relative efficiency probably holds good for the average installation of moderate power capacity, but the ratio is smaller when large steam plants of the most modern type are compared. *It was found that the low-grade lignite of North Dakota developed as much power when converted into producer gas as did the best West Virginia bituminous coal when utilized under the steam boiler.* Thus, through these investigations, lignite beds underlying 20,000,000 to 30,000,000 acres of public lands, supposed to be worth little, have been shown to possess a large value for power development. As a result the money value of this Government land has been increased to the extent of probably $300,-

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PATENT RIGHTS FOR SALE.

Patent Act.—Take notice, that the undersigned are prepared to supply, at a reasonable price, sheet metal dumping cars for railroad contractors' use, described in Canadian Patent No. 116,297, or to grant anyone desiring to use the same a license to have the same manufactured for him at a manufacturing establishment in the Dominion of Canada. They are also prepared to receive orders for licenses to manufacture and sell under the same. Ridout & Maybee, Manning Chambers, Queen Street West, Toronto, attorneys for the Goodwin Car

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CHILLED-MEAT INDUSTRY.

The value of the seven large plants engaged in the chilled-meat industry of Buenos Aires is given by the Industrial Bulletin of Buenos Aires as 83,750,000 francs. During the year 1911 these establishments exported 3,780,980 frozen wethers and 3,554,450 frozen beef quarters.

Mr. Ham, representing Messrs. Ham & Baker, of Birmingham, has concluded an arrangement with Port Arthur for the erection of a factory there; the town to provide the site and the company agreeing to erect a factory which will pay $25,000 taxes during the first ten years. The site is already chosen, and on Mr. Ham's arrival in England arrangements will be completed for the erection of the factory.



Annexing Us.—Minneapolis Journal.



Canada has opportunities which explain the North-west trek.—Calgary Albertan.



IT MAY BE PLAYING 'POSSUM.

Conservative Press: "Oh, yes; it's dead, quite dead, you know."
Canada: "Pardon me, but if that is so, why do you keep on shooting away at it?"
—Montreal Herald.

William Dewart
and his writings

Editor's Note: This article is taken from the Canadian Illustrated News, August 15th, 1874. It is interesting to notice how well the arguments used thirty-eight years ago against Free Trade or Reciprocity with the United States apply to present conditions.

ADAM SMITH says that the capacity of people to produce wealth exceeds the capacity of the worst governments to waste it. This may be the case on an average from century to century, or generation to generation, but there are times at which the waste is fully equal to the accumulation. Wise legislation is the basis of national prosperity. The profits of the farmer, the miner or manufacturer, even in the best seasons, may be swept away by unwise expenditures, tariffs or legislation. Take the lumber trade of this country, for example. A single stroke of diplomacy has totally paralyzed it. By one wrong move profits are rendered impracticable. A theory has, however, been tested; but at an enormous cost. This is the application of Free-Trade principles to the lumber business. The present authorities, believing that competition, supply and demand, are all that is necessary to maintain trade in a wholesome state, offered immense timber limits for sale. This, together with giving settlers power to sell their timber at the time when the market was fully supplied, caused a glut resulting in the present crisis. Free-Traders ascribe the depression to the monetary crisis in the State. Now half the truth is usually a lie. This explanation is but part, and a very small part, of the cause. The depression is partly due to that crisis, but principally to bad legislation in this country. Previous to this, while limits were offered for sale sparingly, the trade flourished and made profits. People, like children, often cry for what make them sick. The lumbermen demanded limits and the government, like a foolish parent gave them an overdose. Hence popular demands require to be tempered with prudence. The Reformer may be as much too fast as the Conservative is too slow; and the former failing is fraught with much more danger than the latter.

The sale of those limits has stimulated production ever since. Worse still. The capital formerly employed in handling and holding the manufactured lumber was invested in limits, throwing the manufacturers on the more precarious and costly aid of banks. Capital is not unlimited or elastic like the air. It does not move from one trade to another without a pull. The pull consists in higher interest. There is a certain amount of capital available for each trade, and to draw in more than this requires an effort and sacrifice. Hence, the circulating capital locked up unproductively in those limits had to be replaced, both in Canada and the States by drawing capital from other industries. The lumberers could draw capital from other industries, to replace that invested in limits, only by offering the banks higher rates of interest than others were giving. Hence, a ruinous competition for all parties commenced, and the bank rates went up to ten per cent. I will not say that the lumber trade was the sole cause of this; but I believe it to be the main cause. The other effect, the glutting of the market, was caused in this way. It is not necessary, for my purpose, to show that the new limits have been yet touched. Their purchase stimulated production on the old limits. Firms investing largely in new limits were obliged to get some of their money back as soon as possible. This was, in many cases, done by increasing the production of the old limits; and so far as glutting the market is concerned, is just as effectual as if the work had been on the new limits. There is something more than supply, demand and competition required to regulate trade. If left to these alone, manufacturers and traders, like tribes and clans, are liable to exterminate each other. Legislation is the basis of all business success. Business can no more prosper under unwise laws than human life can continue vigorous in a foul atmosphere.

There are rich men in the worst governed countries; but whether the average wealth of people is high or low depends very much on their laws and legislation. Organizations, like that lately formed by the lumbermen, to curtail production, could not be needed under a sound system of commercial legislation. Such a system would lead each individual to pursue the course best for himself and best for society without entering into any organization. The necessity for organizations proves the existence of great abuses or defects in the law.

Again, such organizations are nearly always inoperative. No rule can be adopted suitable for all interested. Hence, the result is that one or more break the rule and the rest gradually follow. This is the difficulty attending a combination. There are, also, difficulties in the absence of organization. No mill-owner likes to set the example of curtailment by closing his works. It might affect his credit. People would be liable to think he is getting into financial straits. Rather than send the impression abroad he goes on till ruined. He will not halt while strong, and is ashamed to halt when becoming weak. Besides this, stop when he will, there is another danger. In all such suspensions the workmen are likely to consider the act a device for lowering wages. Such an impression as this once created may endanger both the employers' property and life.

Much will never be accomplished by organization. In fact weak firms will countenance the attempt at least. There are two causes for this. First, they may want to conceal their weakness by assuming a tone of indifference. Second, they may have no way of meeting their liabilities, but by keeping in motion even at a loss. To stop and let their fixed capital stand idle may in itself be ruinous. It is only strong firms that are able to do this. Many a man continues a business, and makes a living by it, long after his capital is gone. Under vicious commercial laws, such a person cannot recover; but under good laws he may not only recover, but afterwards amass wealth. The lumber trade of this country has been partially ruined by the application of Free-Trade principles; and all our manufacturers will be ruined also if that principle, as contained in the proposed Reciprocity Treaty be carried into effect.

Mismanagement always leads to increased loss, labour and expense. There is nothing in which this is more apparent than in legislation. The individual can no more escape the effects of bad laws than the effects of a bad climate. The trouble, loss and expense occasioned by the sale of the limits referred to are incalculable. We may possibly have more legislation on the subject, as it is proposed now by free-traders to put an export duty on lumber to check its manufacture. This would be a step from extreme Free-Trade to extereme protection. Lumber is said to be unprofitable now; and they propose to make it profitable by putting new taxes on it.

FOREIGN CORPORATION LICENSING.

Chambers of Commerce of the Empire Believe that Trade Should not be Hampered by Provincial Legislation.

The following resolution, dealing with foreign corporation licensing system, introduced by Mr. H. J. Waddie, of Hamilton, on behalf of the Association at the Eighth Congress Chambers of Commerce of the Empire was carried by a large majority:

Whereas Legislation has been enacted in certain parts of the Empire refusing companies incorporated under laws other than their own the right to do business within their borders, except under license or upon payment of a registration fee;

And whereas, such companies when unlicensed or unregistered, are by these laws sometimes denied access to the courts for the enforcement of thir just business claims;

And whereas, the expense involved in a strict compliance with the provisions of such legislation is at times so great as to render the transaction of business profitable;

And whereas, these practices constitute a distinct discrimination against incorporated companies and in favor of individuals and partnerships, who are not required to be so licensed or registered;

And whereas, it would seem but just and reasonable that the legal status conferred upon any British company by its charter should be recognized throughout the Empire;

Be it resolved, that this Congress deprecates the policy involved in such legislation as being subversive to the best interests of the Empire, and respectfully urges the different Governments concerned so to amend their Acts as either to exempt from their provisions all companies holding a charter from any other Government in the Empire, or to require from such companies at most nothing more than a nomial registration fee.

In speaking to the resolution, Mr. Waddie said:—

"The interchange of courtesies amongst the different jurisdictions which constitutes the British Empire is not only desirable but is a necessity in the organization of companies, and it is particularly unfortunate that the Canadian provinces have adopted a policy of refusing to recognize the companies incorporated by other provinces by Dominion or by Imperial Government. This step is very unwise, and it is particularly unpleasant for me to bring your attention to it. Local feeling runs high in our provinces and the cry of East versus West is frequently raised. Let this Congress of the Empire decide on this matter. An an illustration of what I have said I will put a case:—The cost of a Dominion charter for a company with a capital of $1,000,000 is $500, but in all the provinces except Quebec the Dominion company is classed, as you all are, with foreign companies and is required to take out a license before its corporate status is recognized. The aggregate cost of charters to cover all the provinces would be, in the case of the above company, $2,610 and in addition there would be annual fees of $250 more. The British North America Act gives the provinces jurisdiction over 'Incorporation of companies with provincial objects,' and the whole controversy therefore centres around the words 'provincial object.' It is safe to say that the bulk of manufacturers and also all wholesale merchants expect to do business outside their own particular province and therefore cannot be said to have provincial objects. Still, the provincial governments in their desire to raise revenues insist upon all companies doing business within their boundaries taking out letters of incorporation or licenses of incorporation whether holding a Dominion charter or not. We wish to encourage trading within the Empire, and to avoid all unnecessary obstacles such as these local enactments which though intended to raise revenues only tend to hamper Imperial trading and to cause endless trouble and annoyance to all those doing business outside their own small circumscribed territory.

Corporate Status Undefined.

"The above figures have never, in themselves, appeared to me to represent the most important phase of the question although it is of course possible that they may be increased in any of the provinces at any time. It is not so much the amount of the fee that worries most companies as the uncertainty whether they are within the terms of the Act and the irritation at having their corporate status and their capacity to resort to the courts questioned. There is another feature which is, perhaps, a still greater source of irritation, namely, the character of the material which must be filed in order to obtain a license. In British Columbia, for instance, it is necessary to file a copy of the 'charter of the company and the articles of association and all by-laws, rules and regulations of the company and all resolutions and contracts relating to or affecting the capital and assets of the company' besides a power of attorney empowering someone resident in the province to sue and be sued for the company with full power to act for and commit the company in connection with



British delegates say they find Canada with plenty of brains but short of capital.—Montreal "Herald."



Sam: "You might have been celebrating the Fourth with me."
—Toronto "News."

any action or legal proceeding. In addition to this the company must maintain a head office in the province. This is the sort of thing that makes these acts so absurd in their practical operation but it is the very thing the provinces hold out for since the basic idea of all this class of legislation is to assert the jurisdiction of the provinces over the subject of incorporation and control of companies, and officials of the provinces have from time to time, with apparent obliviousness of the absurd anomaly of such legislation, declared their intention of bringing all foreign companies within the jurisdiction of the provinces. This involves at the outset the violation of the principle of international law under which companies incorporated in one country or jurisdiction are recognized by the governments and the courts of other jurisdiction. The Imperial Government, for instance, and the courts of England will give recognition to the status and capacity of the humblest company duly incorporated in any country in the world, and a like courtesy is extended by every other country so far as I know, except the provinces of Canada. There have indeed been attempts made by some of the States of the American Union to enact legislation of this kind but they have been uniformly circumscribed in their operation by the decisions of the courts holding that they could not apply to companies engaged in interstate or foreign commerce and this, of course, rendered them innocuous except where a company actually established a branch in the state. But the Imperial features and not so particularly the financial ones are of most interest to us assembled here. Nothing, in my opinion, can be more directly opposed to the drawing together of all the units of our great Empire than the passing of legislation by these units, so as to in any way hamper the full and unrestricted interchange of commerce and unless we, as a body, put ourselves on record as directly and strongly opposed to all such legislation we will be giving tacit consent to these restrictive measures, and we are only at the beginning of them as refusals are bound to follow. Politics is a subject I am most desirous to avoid, but in Great Britain and Ireland you have many important measures being pushed to an issue. Home Rule is being finally considered.

"Now, I ask you gentlemen, what would be your feelings if an Irish or Scotch House of Parliament decided to raise revenues for the internal administration by the demand for registration of all English companies doing business in that particular province or section of the Empire. It would involve endless expense and irritation to your manufacturers and merchants, and it would bring about contentions and bickerings all calculated to impair the Imperial unity. Let us, therefore, to-day, unanimously pass the resolution I have introduced and let us proceed at once to bring to the notice of our respective Governments the importance of amending the existing statutes."



Potatoes grown near New Liskeard, Northern Ontario

THE CEMENT DUTY.

A representative of one of the independent cement companies writes:

"I wish to use the columns of your journal to protest against the rebate made in cement duties by Order in Council.

"In the first place, I protest against the principle that a Minister may cut or rebate duties levied by Parliament at his own discretion or whim whenever he thinks fit, and nothing but something unforeseen and calling for immediate action is justification for an autocratic action such as the rebating of the duty on any article manufactured in Canada. The cement men have just cause for complaint when it is borne in mind that there are millions of money invested in cement plants in Ontario that have not paid one nickel of dividend during the last ten years, owing largely to the evolutionary character of the cement industry.

"A cement plant may be up-to-date when finished and little better than scrap in two years as the machinery has become obsolete in that time. Thus cement manufacturers have been kept constantly rebuilding, and because the same conditions have obtained south of the line does not help us here, as plants over there are continually going into the hands of receivers and the goods are slaughtered and dumped into Canada to clean up the estate.

"Cement manufacturers pay 27½ per cent. duty on machinery, over 20 per cent. on slack coal, and when we are singled out and have the duty cut in two without any compensating allowances the injustice is apparent to anyone who looks into the situation.

"Since the cut one company has assigned, many more are hanging on with the hope that the cut will cease on Oct. 31st. If it does not, almost all the independent companies will have to go out of business at the end of the year and all the millions invested in the business lost.

"An inquiry at the office of any of the independent cement companies will fully bear out the above statement."

HOW'S BUSINESS.

"Business is poor," said the beggar.
Said the undertaker, "It's dead!"
"Falling off," said the riding school teacher,
The druggist, "O! vial," he said.
"It's all write with me," said the author.
"Picking up!" said the man on the dump.
"My business is sound," quoth the bandsman.
Said the athlete, "I'm kept on the jump."
The bottler declared it was "corking!"
The parson, "It's good!" answered he.
"I make both ends meat," said the butcher.
The tailor replied, "It suits me."



Wheatfields, Rainy River district, Northern Ontario.

It's no longer a question of Hydro

When the Hydro Policy Question was put before the Toronto Branch of the Canadian Manufacturers' Association they registered an emphatic O.K.

When the long wait of the construction period was over the sturdier supporters of the public ownership policy signed up for Hydro service. They took it "on faith."

They knew the engineering skill that had been lavished on the project—they knew that construction had been in the charge of broad-gauge men. They believed in the policy—so they took the power "on faith."

Public Ownership—and the Manufacturers of Toronto—owe those first few loyal Hydro users an heretofore unacknowledged debt. For it was behind the bulwark of their ACTIVE support that the Toronto Hydro-Electric System built its wonderfully efficient power distributing system.

While skeptics wagged their heads and indifference closed many a door to Hydro, those truly courageous citizens helped fight the last ditch in the public ownership battle. They put their names on contracts—they backed their lip-service and "resolutions" with checks for Hydro current.

With this kind of support Hydro could not help but succeed. It simply had to make its service and value measure up to expectation.

And it has "made good"—plus

Manufacturers are now buying electric power at half what it cost before.

Manufacturers are now assured of an absolutely *dependable* power—all the power they need *all the time.*

The *Canadian Manufacturers' Association* was in large part responsible for the acceptance of the cheap power policy by Toronto.

***Now is the time* for you—individually—to discharge *your* obligation.**

Hydro is the answer

Phone Adelaide 2121

FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of July, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective	Description.
Sup. 17 E 2250	Sup. 17 E 1848	July 24-12	Local Switching, Interswitching and absorption of switching at C. P. stations. Reissue. Advance.
Sup. 59 E 2124	Sup. 59 E 1720	Various dates	Commodities between C. P. stations. Reissue. Reduction.
Sup. 60 E 2124	Sup. 60 E 1720	June 26-12	Commodities between C. P. stations. Reduction.
Sup. 1 E 2284	Sup. 1 E 1883	July 1-12	Class rates between stations west and north of Toronto, and stations east of Toronto to and including Montreal and Ottawa, also stations north of Carleton Place to and including Sudbury, Ont. New rates. Change. Reduction.
Sup. 2 E 2267	Sup. 2 E 1865	July 1-12	Class rates between C. P. stations, Montreal and west thereof to and including Toronto and Sudbury, Ont. New rates. Reduction.
Sup. 12 E 1263	Sup. 12 E 845	July 1-12	Class rates between stations on the C. P., north and west thereof. New rates. Reduction. Change.

RUBBER COVERED WIRES AND CABLES
TRADE ADANAC MARK

Solid, Stranded or Flexible Conductors

in Single or Multiple Rubber Insulated with or without Lead Sheath

Imperial Wire & Cable Company, Limited

Successors to THE WIRE & CABLE COMPANY, Montreal

The Northern Electric & Manufacturing Co., Limited
Sales Agents - Toronto, Winnipeg, Regina, Calgary, Vancouver

Passenger & Forwarding Agent

In connection with Steamship Lines and Railways

EMPLOYMENT AGENT

For all classes of labor, Male and Female

Correspondence Invited

J. J. GILBERTSON

28 Chapel Street ∴ Liverpool, England

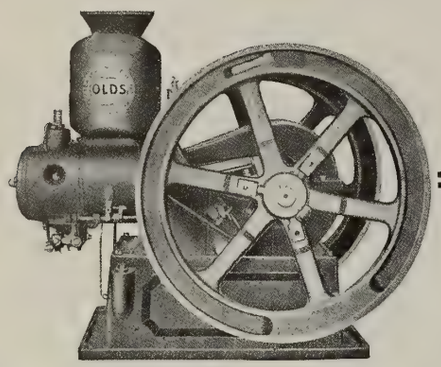
Stock Process for Small Work

Acid Open Hearth for Heavy Machinery Casting

Dominion Steel Castings Company, Limited

Annual Capacity 12,000 Tons

Hamilton, Ontario



THE "OLDS" IS A QUALITY ENGINE

The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled, and lined with genuine anti-friction Babbitt metal.

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
WINNIPEG

REGINA
SASKATOON
CALGARY
EDMONTON

Sup. 5 E 2548	Sup. 5 C. Y. 26	June 28-12	Commodities between G. T. stations. Reduction. Reissue.
Sup. 12 E 2431	Sup. 12 C. U. 63	Aug. 1-12	Commodities between G. T. stations and points in the U. S. Advance. Reduction. Reissue.

Central Railroad of New Jersey.

585 cancels 575	———	July 20-12	Iron and Steel articles from C. R. of N. J. stations to points on the C. P. R.

Canadian Pacific Railway.

Sup. 18 E 2250	Sup. 18 E 1848	July 1-12	Switching, Interswitching and absorption of switching at C. P. stations. Reissue. Reduction.

Grand Trunk Railway.

Sup. 12 E 1907	Sup. 12 B 14	Aug. 1-12	Class rates between Buffalo, Black Rock and Suspension Bridge, N. Y., and stations on G. T. R. in Canada. Advance. Reduction. Reissue.
E 2573 cancels E 2463	B 23 cancels B 21	Aug 1-12	Classes from Buffalo, Black Rock and Suspension Bridge to points west of North Bay. New rates. Reduction.

Michigan Central Railroad.

1917 cancels 1902	9117 C cancels 9117 B	Aug. 1-12	Commodities from M. C. stations in Canada to Vancouver, Victoria and other B. C. points.

NEW PATENTS.

Below will be found a list of patents recently granted to Canadians, by the Canadian Patent Office, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada.

141,476, H. A. Dawe, Hazel Hill, N.S. Fenders for perambulators and the like.

141,481, Jas. H. Fitzgerald, Wilcox, Sask. Automatic overflow devices for grain elevators.

141,483, S. Gibson, Porcupine, Ont. Beat propulsion.

141,486, B. Guimond, Ottawa, Ont. Spraying nozzles.

141,498, E. Kemp, Burford, Ont. Oil Cans.

141,499, Jno. Kennedy, Montreal, Que. Methods and means for protecting concrete surfaces from damage by frost in tidal waters.

141,507, S. H. Mendelsohn, Montreal, Que. Fans.

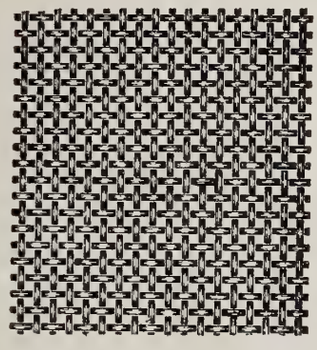
141,517, W. M. McCullock, Saltcoats, Sask. Grain doors.

141,534, N. K. Reid, Toronto, Ont. Open fireplace dampers.

141,526, F. A. Ritchie, Toronto, Ont. Spool holders and thread cutters.

Canada Wire & Iron Goods Co.

HAMILTON - - CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Bank and Office Grilles and Ornamental Iron Work in all finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Laboratory Testing Sieves, Steel Factory Stools and Metal Lockers.

Send for Catalogue — Enquiries Solicited





Cheap and Practical

The New Skylight

Acheson Barn Roof Lights

attached like an ordinary sheet of corrugated iron ---no soldering nor flashing. Moveable or stationary sash, plain or wired glass. Made for corrugated iron or any other form of roofing.

Write for prices and full particulars

The Metallic Roofing Co., Ltd.

Manufacturers

Toronto, Ont. Winnipeg, Man.

C83

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find the ample resources, splendid facilities and progressive business methods of The Traders Bank of Canada the basis of a most satisfactory banking service. We welcome opportunities to demonstrate this service to the largest firms and corporations.

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OF CANADA

Head Office - - Toronto

THE CANADIAN BANK OF COMMERCE

HEAD OFFICE, — TORONTO

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L. President.

ALEXANDER LAIRD, General Manager.

JOHN AIRD, Assistant General Manager.

Paid-up Capital, - - $15,000,000

Reserve Fund, - - $12,500,000

TRAVELLERS' CHEQUES

The Travellers' Cheques issued by this Bank are a most convenient form in which to carry money when travelling. They are issued in denominations of

$10, $20, $50, $100 and $200

and the exact amount payable in **Austria, Belgium, Denmark, France, Germany, Great Britain, Holland, Italy, Norway, Russia, Sweden** and **Switzerland** is stated on the face of each cheque, while in other countries they are payable at current rates.

The cheques and all information regarding them may be obtained at every office of the bank.

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UPWARD MOVEMENT IN PRICES.

The steady advance in prices continued during June, the Department's index number having advanced from 135.9 in May, previously the highest recorded, to 136.9 in June, as compared with 126.1 in June of last year. The numbers, it will be understood, are percentages in each case of the average price level prevailing during the ten years, 1890-1899, the period selected by the Department as the standard of comparison throughout its investigation into wholesale prices of some two hundred and fifty commodities of representative character. The estimate of the Department for the month of June, therefore, shows prices to have been nearly thirty-seven per cent. higher in that month than was the average for the decade 1890-1899. The chief increases during June were in animals and meats, fodders, fruits and vegetables, hides and leathers, there having been slight decreases in dairy products, prepared fish, sugars, coal and coke.

INDUSTRIES ENLARGED.

The Maritime Nail Company, Ltd., at St. John, N.B., have built a new wharf beside their plant and will also erect a two-storey addition to their factory. The Union Foundry and Machine Works, at West St. John, have enlarged both their present foundry and machine shop and are building a new machine shop, 100 x 50 ft. Larger engine and boilers are being installed, and a powerful travelling crane set up. The company's plant, as it stands, has cost them about $70,000 and contemplated changes will add $10,000 or $12,000 more. They employ seventy men, but expect to enlarge the number very soon.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

344. **Acetic Acid.**—A London firm of chemical merchants ask to be placed in touch with Canadian manufacturers of acetic acid, of which they seek supplies. They are also interested in acetone, and any other chemical products suitable for the English market.

345. **Apples, Evaporated and Dried.**—A gentleman going to Europe shortly, on behalf of various Canadian interests is in touch with buyers of above products in Germany and would be glad to hear from Canadian exporters.

346. **Ash Wood.**—A French firm in Paris, asks for veneering ash wood known as "Figured Canadian Ash" (rotary cut or round cut).

347. **Birch Wood.**—A London firm makes inquiry for the names of Canadian exporters of Canadian birch wood, ready cut up for use in the manufacture of hammock chairs, etc.

348. **Clean Tin Cuttings.**—A Scottish correspondent is in the market for the supplies of clean tin cuttings, such as are produced in die stamping from sheet tin.

349. **Colophany.**—A French firm desires to be put in touch with manufacturers of paper or factories, importers of colophany, or with agents well introduced in this line.

350. **Corn Feed Meal.**—A Newfoundland firm is prepared to handle large quantities of unbolted corn feed meal.

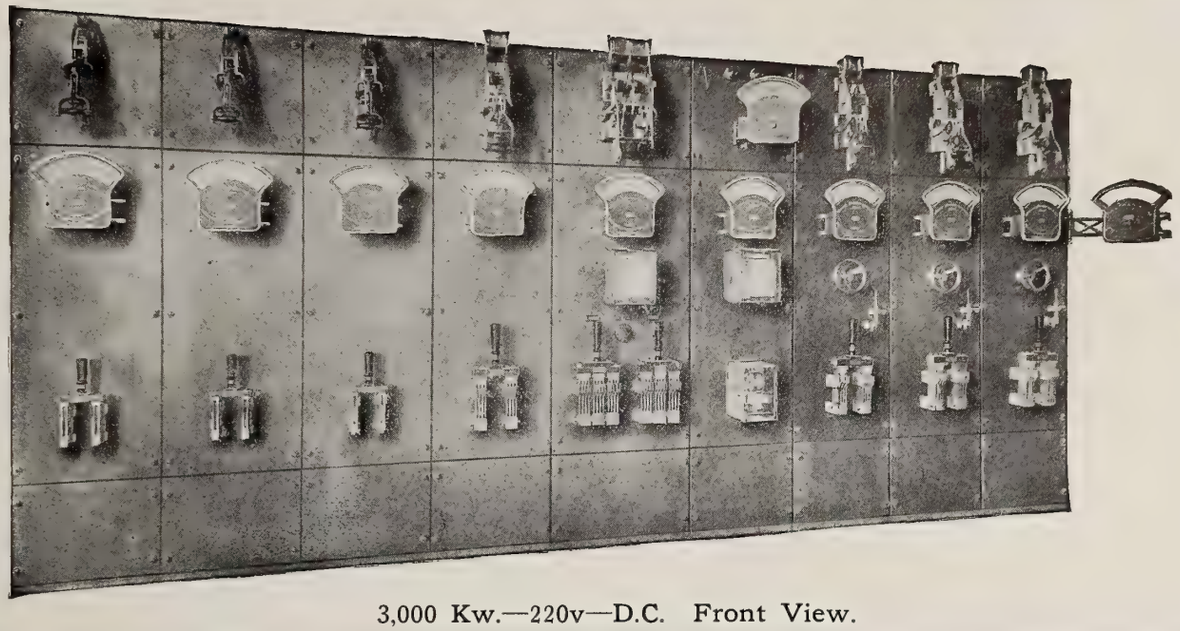
351. **Cornice Poles.**—A London company who are in the market for supplies of white enamelled cornice poles, and also rings, and ball and spear ends to suit, invite samples and quotations from Canadian manufacturers.

352. **Dowels.**—A London firm is open to purchase upon a cash basis suppliers of best white beech dowels, cut to specification, and invites quotations from Canadian manufacturers. They are also buyers of maple mangle rollers.

353. **Feathers.**—A firm in Austria have a large demand for feathers suitable for millinery purposes, such as wild duck wings, large seamews, eagles, pheasants, snow-geese, peacocks, buzzards, snipes, cranes, storks, vultures, paradise birds, parrots, condors, etc., etc., and desires to communicate with Canadian exporters.

354. **Fur.**—A London firm desires to get into touch with Canadian fur exporters.

355. **Hubs, Spokes, Felloes and other Wagon Material.**—A South African firm of commission agents desires to be placed in communication with Canadian manufacturers of hubs, spokes, felloes and other wagon material, with a view to an agency in South Africa for this class of manufacture.



3,000 Kw.—220v—D.C. Front View.

Northern Electric Switchboards

You must have quality in a switchboard to insure satisfactory operation throughout its life.

We manufacture Power Switchboards of every description and equip our boards with the following apparatus of QUALITY.

Weston Instruments. **Condit Circuit Breakers**
Condit Oil Switches. **Taunton--New Bedford Knife Switches**

Slate, Marble and all other accessories are selected with quality as our only consideration. In addition the board is designed and built by experts.

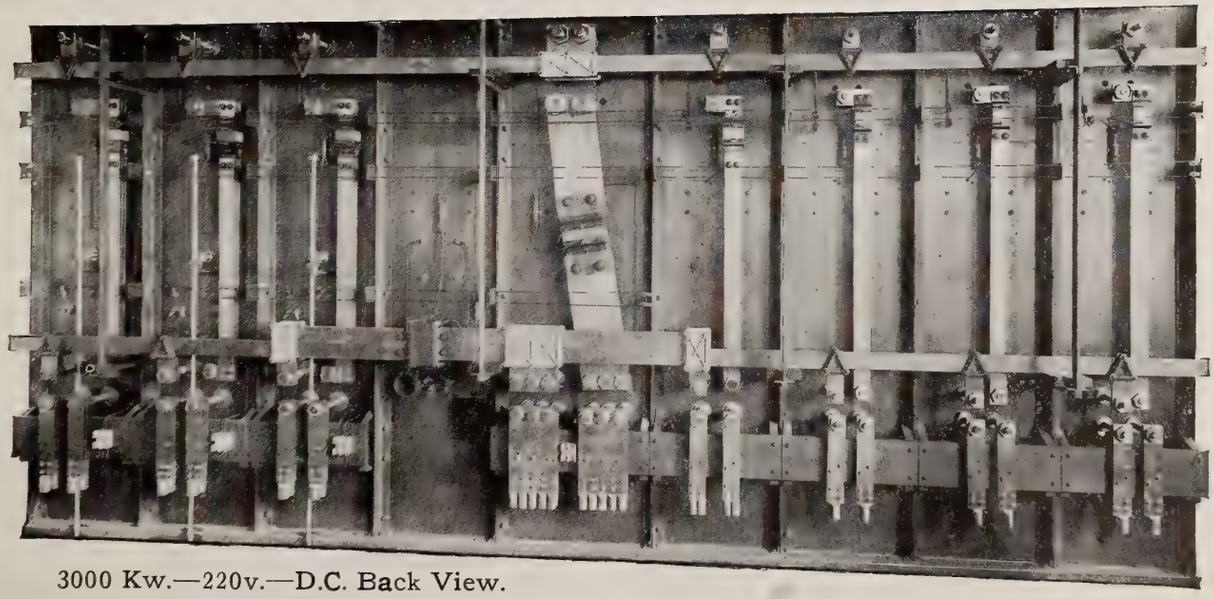
"**Northern Electric Quality**" insures the elimination of trouble.

For full particulars address Desk 2053.

THE Northern Electric AND MANUFACTURING CO. LIMITED

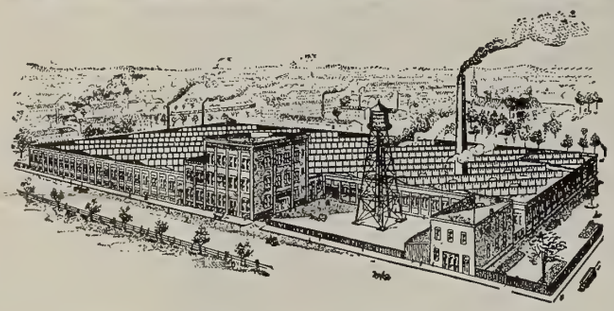
Manufacturer and distributor of Telephone Apparatus, Electrical Supplies and Fire Alarm Apparatus for every possible need.

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3000 Kw.—220v.—D.C. Back View.

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JOHN L. BLAIKIE - - - President
H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - - Chief Engineer
A. E. EDKINS - - Ass't Chief Engineer

356. **Incubators and Brooders.**—A Birmingham firm would be glad to receive prices, with trade discounts, for incubators and brooders.

357. **Lump Charcoal.**—A Liverpool firm desires to be placed in communication with Canadian manufacturers of lump charcoal.

358. **Mangle (Wringers) Rollers.**—A Birmingham firm inquires for Canadian mangle rollers.

359. **Maple Meat Skewers.**—A London firm makes inquiry for the names of Canadian manufacturers of maple meat skewers.

360. **"Ontario" Cotton Duck.**—A London firm makes inquiry for the name of Canadian manufacturer of "Ontario" cotton duck.

361. **Picture Postcards.**—A German firm wishes to import picture postcards.

362. **Pulp Board and Leather Board.**—A South African firm of cardboard box manufacturers desires to be put into communication with manufacturers of pulp board and leather board, suitable for boxes such as laundry boxes, drapers' boxes, bakers' cake boxes, tailors' suit boxes and cigarette boxes. Samples and price lists requested.

363. **Sausage Casings.**—Inquiry is made by a London firm for the names of Canadian shippers of sausage casings.

364. A British Guiana firm of agents desires to correspond with Canadian exporters of barley, oatmeal, oats, canned goods, flour, provisions, general groceries, enamel wares, tin wares, meats, pork, pigtails, pickles, sauces, leather, leather goods, fruits, hardware, lumber, gal. sheets, paints, oils, varnishes, dress goods. They also desire to correspond with importers of the following: Rice, cassava, tannia, plantain, potato and eddoe flours, sliced dried vegetables and fruits, jams and jellies, rope-making fibres, barks for tanning, s. nuts, gums, fish glue, cocoanuts, cocoanut fibre, starches, vanilla, vegetable peas, sprouts (in pickles), crab oil, cassava cakes, casereep (a valuable sauce ingredient), cotton hammocks, and other curiosities manufactured by Aboriginal Indians.

AGENCIES.

1. A Nottingham firm is open to accept an agency for the sale of Canadian pine, spruce, pine sidings and doors.

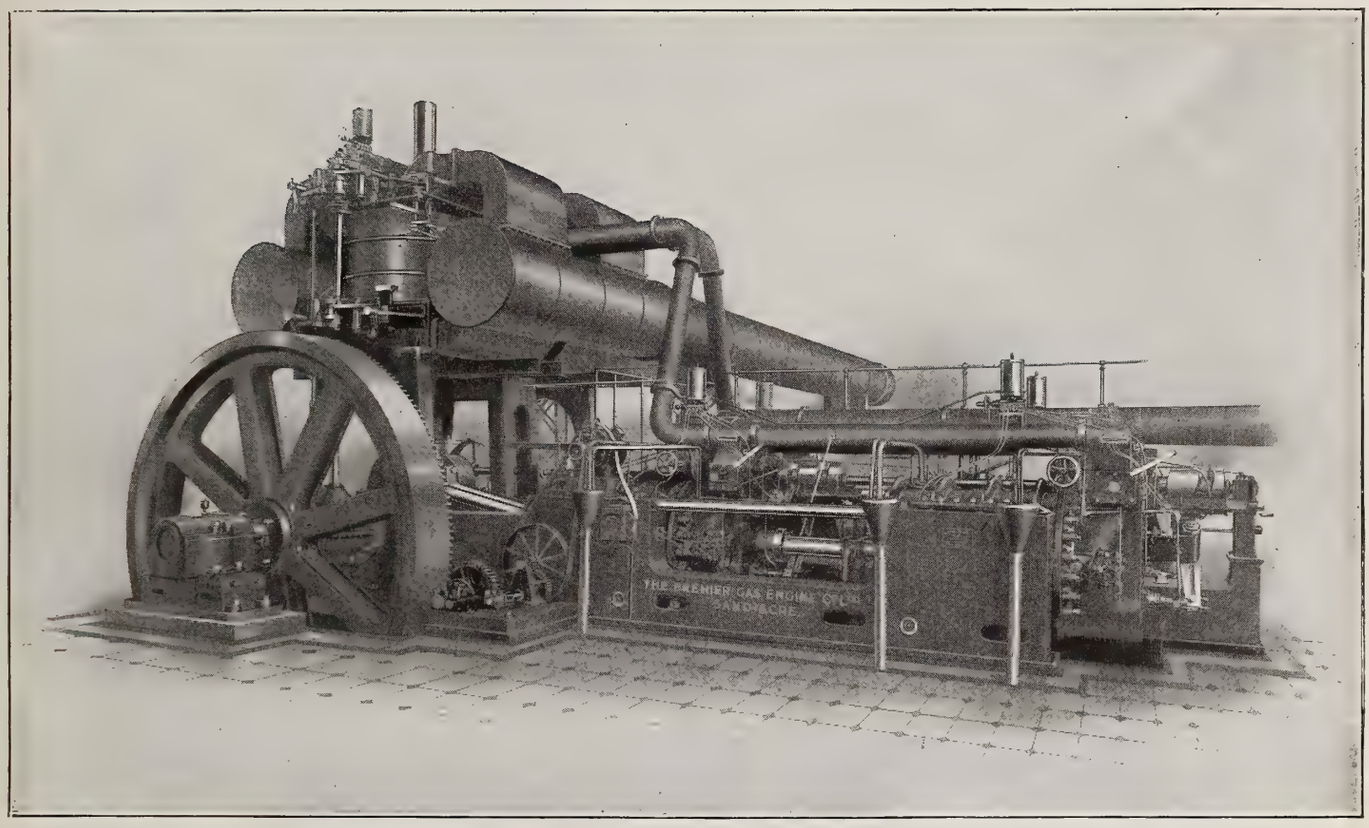
2. A South African general merchant wishes to be put in touch with Canadian manufacturers and exporters of bacon, ham and cheese.

3. A London firm desires the representation of a Canadian wood pulp manufacturer.

4. A Birmingham firm of consulting and inspecting engineers are open to act for Canadian firms, who may be placing orders in Great Britain for machinery and engineering appliances generally.

5. A manufacturers' agent in Georgetown, British Guiana, wishes to handle the following lines: toys, stationery of all descriptions, fancy goods, novelties, remnant parcels, tweeds, laces, etc. Boots and shoes, hosiery, drapery, fancy jewellery novelties, cards (Christmas, New Year, Birthday, postcards, etc.), and fancy glassware.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

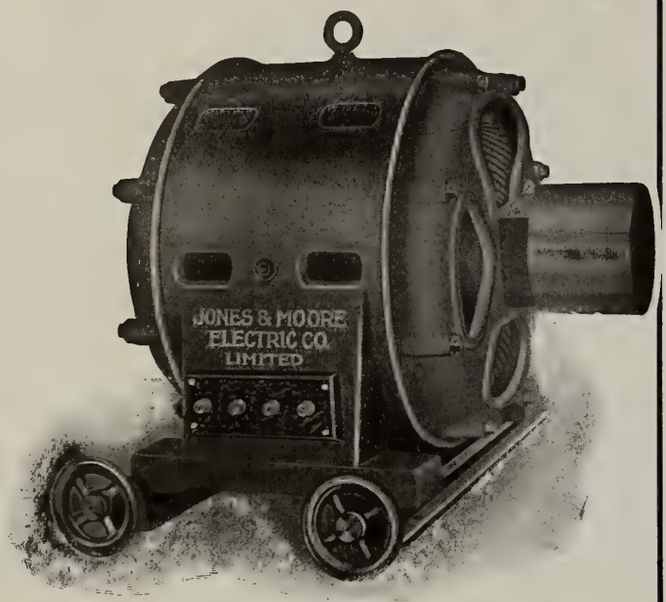
FORM A MOST EFFICIENT AND
SATISFACTORY POWER PLANT

OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

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Manufacturers of Dynamos and Motors

Over 3000 Machines now in Successful Operation,
Estimates Furnished on Complete Installations
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Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

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For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

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Toronto Branch: 335 Queen St. W.

AMONG THE INDUSTRIES

The Diamond Flint Glass Co., are building a factory, costing $10,000, in Montreal.

The Newport Timber Co., are building an extension to their saw mill in Newport, B.C.

The Canada Brick Co., Montreal, are building a boiler house.

Heaps Engineering Works, Vancouver, B.C., are negotiating for a site of four acres in New Westminster.

The Ogilvie Milling Co., Montreal, are building a flour mill in Port Colborne, Ont.

McCallum, Kill & Co., are erecting an office building in Regina, Sask.

A. Joncas & Co., are building a saw mill in Sherbrooke, Que.

The Canadian National Carbon Co., are building an extension to their factory in Toronto.

Stores and apartments, costing $25,000, are being built in Chatham, Ont., for W. H. Westman and Andrew Thompson.

The Stanley Mills Company are altering their store and offices in Hamilton, Ont.

W. B. Dalton & Sons, are building a warehouse in Kingston.

Archdale Wilson is building a factory in Hamilton.

Alterations, costing $8,000, are being made to a hotel belonging to G. S. Richardson, in Mattawa, Ont.

J. A. Prevost & Co., are erecting an office building in Montreal.

The E. B. Eddy Company, are building an addition to their Montreal warehouse.

The Baker Vehicle Co., are erecting a factory and office building in Toronto.

The Marshall Wells Co., are building a wagon shed in Winnipeg.

Campbell Bros. and Wilson, are building an addition to their warehouse in Winnipeg.

The N. K. Fairbank Company, which has been operating a factory in Montreal for several years, has taken out letters of incorporation at Ottawa, with an authorized capital of $500,000.

The controlling interest in the St. Lawrence Sugar Refining Co., Limited, was recently transferred to a syndicate of Canadian and English capitalists, and new letters of incorporation have been taken out under the style of St. Lawrence Sugar Refineries, Limited. Authorized capital, $10,000,000.

The Riordon Pulp & Paper Co., Ltd., Montreal, has increased its capital to $6,000,000.

Look at That Picture!

is the customary exclamation as people pass "The Right Advertisement" in store window, on office walls, or in street cars. A picture tells the story at a glance. It speaks about your goods, their quality, their workmanship.

And consider the advertising service you get through it. For the small cost of a hanger or a calendar you get space on the office wall for your advertisement for a whole year, space that money could not buy otherwise.

We will surprise you with the smallness of the cost of colored lithographed work of special design. Let us dicuss it with you.

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Designers and Printers of Calendars, Show Cards, Advertising Novelties
Hangers, Signs, Window Displays, Posters, Labels, Booklets



The Montreal Lithographing Company, Limited

High Class Lithographers and Designers of

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ONTARIO STREET & PAPINEAU AVENUE
MONTREAL, CANADA

ARE YOU CONTEMPLATING?

THE DEVELOPMENT OF

INDUSTRIAL PLANTS,
FACTORIES,
WAREHOUSES,
MERCANTILE BUILDINGS.

DO YOU WANT?

the benefit of our experience in obtaining *maximum* results in BUILDING, MAINTENANCE, EFFICIENCY, and OUTPUT, at *minimum* cost.

CONSULT WITH

WM. STEELE & SONS CO.

ARCHITECTS & ENGINEERS

305 STAIR BLDG. - TORONTO, ONT.

J. J. RANEY, MANAGER

SPECIALISTS

in all types of modern up-to-date construction for over 50 years—at present developing a large industrial plant for John Crosley & Sons, of Halifax, England.

SOME TORONTO BUILDINGS DESIGNED BY WM. STEELE & SONS CO.
- Toronto Carpet Manfg. Co.'s Plant
- Consoldtd. Plate Glass Co.'s Warehouse
- Canadian Chewing Gum Co.'s Factory
- Empire Office and Warehouse Building

A CONSULTATION WITH US WILL SOLVE YOUR BUILDING PROBLEM.

KAHN SYSTEM

of REINFORCED CONCRETE

Steel Sash
Hyrib Rib Bars
Rib Metal
Concrete Finishes
Waterproofing
Paste

KAHN SYSTEM Reinforced Concrete

TRUSSED CONCRETE STEEL CO.
of Canada, Limited

Head Office and Works:
Walkerville, Ont

BRANCHES EVERYWHERE

WALL PLASTER

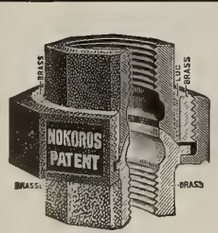
"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

The Acme Glove Works, operating factories at Montreal and Marieville, Que., and other places, have recently been incorporated with a capital of $1,000,000, as the Acme Glove Works, Limited.

The firm of Nap. Sarrazin & Fils, Ltee., has been incorporated at Quebec with a capital of $275,000. This firm will take over the business of Itzweire & Sarrazin, manufacturers of sash, doors, etc., at Montreal.

The Canadian Stock Food Co., have chosen a location for their new Moose Jaw plant, and will erect a two-storey building, starting immediately. The above firm will manufacture an extensive line of stock foods and accessories, and will employ in the neighborhood of 50 men.

A new sardine factory will create a village at Chamcook, near St. Andrews. The factory will be packing sardines in August, and has a market for the whole of this season's output. The price of sardine herrings is low. The fishermen fixed the early price at $12 per hogshead, but were offered only $6, and have lately sold as low as $4 to $5. The Maine factories have large stocks on hand of last year's pack.

The Cosmopolitan Clothing Company are beginning operations in their new plant in Sherbrooke, Que. They will manufacture overalls, shirts, khaki garments, etc.

The Rolland Paper Company, Limited, have taken over the Northern Mills Company, and are building a new mill at St. Adele.

The Partington Pulp and Paper Co., Ltd., have begun the enlargement of the plant in their pulp mill at St. John in order to double the output. The question of erecting pulp mill at Marysville will not be settled until a survey has been made of their newly acquired timber areas in that locality.

The Canadian Fairbanks-Morse Company, Limited, has secured the Canadian Agency for the Orenstein-Arthur Koppel Co., of New York, consulting engineers and manufacturers of portable railways, industrial railways, narrow gauge sidings, narrow gauge public railways, and railway equipment of all descriptions.

The works of the Orenstein-Arthur Koppel Company are located at Koppel, Pa. They have been in business thirty-five years, and have built and developed industrial and narrow gauge railways of every description in all parts of the world.

INDUSTRIAL ACCIDENTS DURING JUNE.

According to the industrial accident record of the Department of Labour, sixty-two persons were killed and 249 injured during the month of June in the course of their employment. A comparison with the records of the previous month and of June, 1911, shows that there were twenty-eight fewer fatalities than in May, and thirty less than in June, 1911. Of the non-fatal accidents, there were eight more recorded than in May, and one hundred and thirty-seven more than in June, 1911. There were but two accidents recorded involving the death of more than one workman, one of which occurred on June 1st, by which eight construction labourers were killed during blasting operations on railway construction work, near Stones' Corners, Ont., and the other a head-on collision of railway trains near Nipigon, Ont., in which four railway employees were killed.

Sand Castings

in

BRASS . .
BRONZE .
and
ALUMINUM

Die Castings

(Accurate to 0".001)

in

BABBITT METALS
LUMEN
and
SPECIAL WHITE ALLOYS

Our new Booklets on both classes of Castings are in press. Write for them.

Lumen Bearing Company,
TORONTO
Weston Road and C.P.R.

Jeffrey Overlapping-Lip Pivoted Bucket Conveyer

for handling Coal, Ashes, Gravel, Sand, Cement, Stone, Phosphate Rock, etc.



With this equipment, the Buckets may be loaded anywhere along the horizontal run without employing any special feeding device.

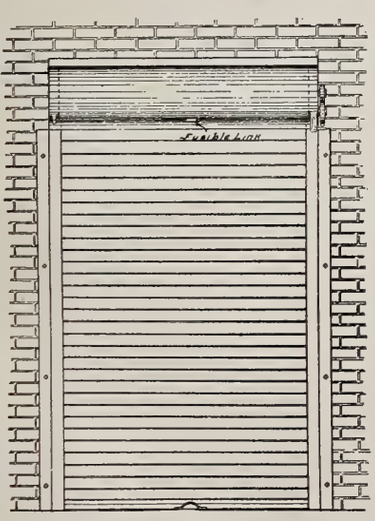
Buckets are discharged by means of either stationary or movable trippers, both of which may be used on the same conveyer.

Built to suit any requirement.

Our Catalog No. 32-A, illustrates a wide range of installations, and describes the superior features of Jeffrey Coal and Ashes Handling Systems. Write for a free copy.

JEFFREY MANUFACTURING COMPANY
Canadian Main Office and Works, Montreal.
Winnipeg Representatives, N. J. DINNEN & Co.

Where Fireproof Doors are Needed And Space is Limited



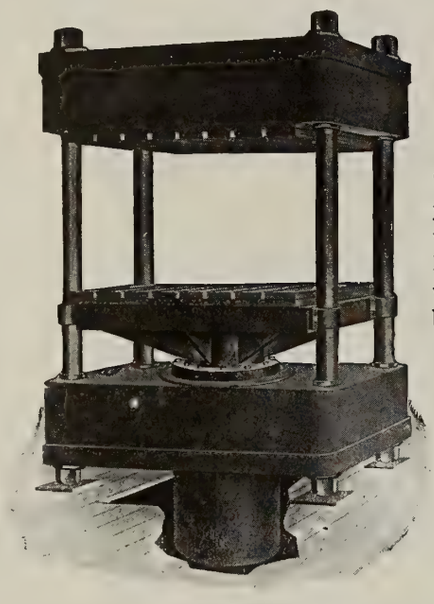
We recommend our **Rolling Steel Doors.** They take up but 2½ inches on either side of the opening and but 12 inches above. They are really fireproof and will close automatically when struck by fire no matter in what position door is in. They are very easily operated and are very strong. Endorsed by the underwriters and prominent manufacturers all over Canada. Let us submit figures. We specialize in Fireproof Doors, Windows and Skylights.

Experts in Fireproof Doors and Windows

Factories:
TORONTO and WINNIPEG

A. B. ORMSBY, Limited

THE PRESS
That Gives Satisfaction



Ask any of the users of our presses; you will find them all over Canada.

They will all give you the same answer—Perrin's Presses have always given the best satisfaction.

Presses of all kinds. Hydraulic and Filter our specialty.

Write for Quotations.

Made in Canada

WM. R. PERRIN & COMPANY
530 KING STREET EAST : : : TORONTO

FOR SALE

Second-hand engines in excellent condition at extremely low figures, as follows:

One-Robb Armstrong Compound Engine direct connected to direct current, Western Electric Generator, 75 K.W.

One Leonard Ball Horizontal High Speed Engine, 50 H.P.

One D. C. Motor, 7½ H. P., 835 R. P. M.

For further particulars apply to

Hiram Walker & Sons
LIMITED
Walkerville :: Ontario

CANAL TRAFFIC.

The aggregate volume of freight moved through the Canadian canals during 1911, amounted to 38,030,353 tons, which was a decrease of 4,960,255 tons as compared with the year 1910, reports Mr. J. L. Payne, comptroller of statistics.

The freight traffic of 1911 was distributed among the various canals of the Dominion as follows:—

	Tons.	Increase.	Decrease.
Sault Ste. Marie	30,951,709	.....	5,443,978
Welland	2,537,629	211,339	.....
St. Lawrence	3,105,708	344,956	.....
Chambly	599,829	.....	69,470
St. Peter's	75,298	.....	10,653
Murray	163,457	.....	14,404
Ottawa	320,071	.....	65,190
Rideau	172,227	37,346	.....
Trent	57,290	11,027	.....
St. Andrew's	47,135	38,852	.....
Total	38,030,353	643,520	5,603,775

The falling off of traffic through the Sault Ste. Marie Canal is largely in American ore.

SAYS UNION DROVE HIM TO SUICIDE.

"This is the saddest case that has ever come to my attention," said Magistrate Harris, in the Gates Avenue Police Court, Brooklyn, after he had heard why Abraham Paley, a tailor, tried to commit suicide. Paley, forty-two years old, was found unconscious from gas in his home, No. 984 Myrtle Avenue, and his two children were nearly asphyxiated.

When the father was revived the first thing he said was "The McNamaras are after me." In court later Paley's wife explained to Magistrate Harris the reason for that assertion.

"My husband had bad luck some time ago and was unable to pay $6, his union dues," said Mrs. Paley. "A walking delegate demanded the money, and when my husband explained he was unable to pay the delegate had him discharged. He obtained other positions, but always was discharged through the efforts of the walking delegate. In this way we were reduced to poverty. We had nothing to eat and no money with which to pay rent. Saturday my husband obtained another position, but the walking delegate again appeared and my husband was again discharged. Then, I guess, he lost all hope and decided to end his life."

"Man, you must not lose heart; there are better times ahead for you and your family," said Magistrate Harris to Paley, as an officer started to take a collection in the courtroom.—*New York World.*

TUNGSTEN AND TIN ORES.

A company has been organized under the name of the Acadia Tungsten Mines Co., Limited, with $99,000 capital, to explore the tungsten and tin ores at Burnthill Brook on the Miramichi River, New Brunswick. These ores have been favourably reported upon by Dr. Brock, of the Canadian Geological Survey, and by W. F. Jennison, mining engineer at Truro.

CHANGE OF NAME.

The firm name of Eadie-Douglas, Limited, has been changed to Douglas-Milligan, Limited. The company has been completely re-organized.

BUYERS' GUIDE TO CANADIAN MANUFACTURES

A List of Articles Which Will Enable the Purchaser to Know the Manufacturers of Made-in-Canada Goods. For Rates for Insertion in This Department Write to the Advertising Manager of Industrial Canada, Toronto

Account Books
The Brown Bros., Ltd., Toronto.

Acetylene Gas Burners
Economic Acetylene Burner Co., Toronto.

Acetylene Welding Apparatus
L'Air Liquide Society, Montreal, Que.

Advertising Contractors
Central Press Agency, Toronto.

Advertising Cut-outs
Duncan Lithographing Co., Ltd., Hamilton.

Advertising Novelties
Hough Lithographing Co., Ltd., Toronto.
Lawson & Jones, Ltd., London, Ont.

Aerated Beverages
Charles Gurd & Co., Ltd., Montreal, Que.

Agricultural Implements
Tudhope-Anderson Co., Ltd., Orillia, Ont.

Alcohol
The St. Hyacinthe Distillery Co., Ltd., St. Hyacinthe, Que.
Hiram Walker & Sons, Ltd., Walkerville, Ont.

Ale
E. L. Drewry, Winnipeg, Man.

Ammonia
Canadian Ammonia Co., Ltd., Toronto.

Arsenic, refined white
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

Athletic Underwear
Williams, Greene & Rome Co., Ltd., Berlin, Ont.

Automobiles
Ford Motor Co. of Canada, Ltd., Walkerville, Ont.
Russell Motor Car Co., Ltd., Toronto.

Automobile Tops
Cutten & Foster, Toronto.

Awning Cord, cotton
Hamilton Cotton Co., Hamilton, Ont.

Awnings
J. J. Turner & Sons, Peterboro, Ont.

Axles
Canada Forge Co., Ltd., Welland, Ont.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Alonzo W. Spooner, Limited, Port Hope, Ont.

The Canada Metal Co., Toronto.

Bacon
E. W. Fearman Co., Ltd., Hamilton, Ont.

Bags
The Smart Bag Co., Ltd., Montreal.

Bags, cement
Rideau Bag Co., Montreal, Que.

Bags, cotton
Bemis Bros. Bag Co., Winnipeg, Man.
Rideau Bag Co., Montreal, Que.

The Canadian Bag Co., Ltd., Montreal, Que.

Bags, grocery, self-opening
St. Lawrence Paper Bag Co., Quebec, Que.

Bags, jute
Bemis Bros. Bag Co., Winnipeg, Man.
Rideau Bag Co., Montreal, Que.
The Canadian Bag Co., Ltd., Montreal, Que.

Bags, sugar
Rideau Bag Co., Montreal, Que.

Bags, travelling
J. Eveleigh & Co., Ltd., Montreal, Que.
Lamontagne, Ltd., Montreal, Que.
The M. Langmuir Mfg. Co. of Toronto, Ltd., Toronto.

Baking Powder
White Swan Spices & Cereals Ltd., Toronto.

Bank Fittings
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

Bank and Office Railings
The Geo. B. Meadows, Toronto Iron and Brass Goods Works Co., Ltd., Toronto.

Barbers' Furniture and Supplies
Jones Bros. & Co., Ltd., Toronto.

Bars, iron
London Rolling Mill Co., Ltd., London, Ont.

Bars, steel
London Rolling Mill Co., Ltd., London, Ont.

Baseball Goods
A. J. Reach Co., Toronto.

Baths, enameled
Amherst Foundry Co., Ltd., Amherst, N.S.

Batteries, dry
The Canadian National Carbon Co., Ltd., Toronto.

Beds, camp folding
Otterville Mfg. Co., Ltd., Otterville, Ont.

Beds, davenport
Imperial Rattan Co., Ltd., Stratford, Ont.

Beds, metal (brass and iron)
Quality Beds, Limited, Welland, Ont.

Bedsteads
Anchor Mfg. Co., Ltd., Toronto.

Bedsteads and Bedding
The Ideal Bedding Co., Ltd., Toronto.

Bedsteads, iron and brass
Shurly & Dietrich, Galt, Ont.

Beef
E. W. Fearman Co., Ltd., Hamilton, Ont.

Beer
E. L. Drewry, Winnipeg, Man.

Belting and Belts (Ladies')
J. Henry Peters Co., 1 Mincing St., Toronto.

Belting, elevator
Canadian Consolidated Rubber Co., Ltd., Montreal, Que.

Belting, leather
The Beardmore Belting Co., Ltd., Toronto.
Sadler & Howarth, Montreal.

Belting, rubber
Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd., Toronto.





RUSSIA WANTS TARIFF FAVORS.

Russia is the latest claimant for Canadian tariff favors. France, Germany, Italy, the Netherlands, Belgium, the United States, and now Russia; the list lengthens as the years go on, but England is still absent from that list. Ottawa dispatches tell us of an interview between Mr. Theo Kryshtofovich, Russian Agricultural Commissioner, and the Hon. Geo. E. Foster, Canada's Minister of Trade and Commerce. Russia would, it seems, welcome Canadian agricultural implements, and Russia would like to see her tobacco and wines enter the Canadian market. The former is, the Commissioner claims, equal to Turkish tobacco in quality, and Russian wines "are fully as good as French, and can be brought into Canada cheaper." Mr. Foster would not, however, confirm the report of his intention to propose a commercial arrangement with Russia. For one thing, the Franco-Canadian treaty might be a political if not a commercial hindrance in the minds of Canadians of French descent, and for another, Mr. Foster, as a good Imperialist, is keen upon putting inter-Imperial trade upon a sounder tariff basis before he turns his attention to the tariff means of stimulating interchanges with foreign countries. His approaching visit to the West Indies and his negotiations with the Australian Government bear witness to this fact.—*Canadian Gazette.*

UNIVERSITY TECHNICAL EDUCATION.

Development of the Textile Industries Department.

An important spinning extension of the Textile Industries Department of the Leeds University, to afford facilities for instruction in the principles and theory of the manufacture of worsted yarns on the Continental system, was opened by the Master of the Clothworkers' Company on April 26th.

In order that the most suitable equipment might be provided for this branch of technological teaching, textile institutes, spinning works, and conditioning laboratories in Belgium, France, Germany and Switzerland were inspected, and a full enquiry was made as to the commercial value and technical nature of this system of worsted yarn construction, and also as to the methods adopted in dealing with the subject educationally.

It is a branch of the textile industry of growing commercial importance, comprising processes, routine and mechanical features capable of systematic analysis. The system is adapted to the production of yarns useable in the manufacture of worsted and union fabrics differing in quality and character from the classes of woven and knitted fabrics obtainable by employing yarns spun on the English system. It is a scheme of mechanism invented and constructed specially for the treatment of short-fibred wools, and to provide a routine of work affording increased facilities in preparing worsted yarns composed of various materials, such as, for example, wool and cotton. Only a small percentage of oil being necessary in the initial operations, which is removed after combing, the dyeing of bright and clear colours—so important in the several branches of the worsted industry—is, by this method, rendered more satisfactory.

Yarn structure contributing to diversity of textural result in manufacturing, it is desirable that each system of preparing and spinning wool and other fibres should be fully treated, theoretically and experimentally, in a university scheme of textile education. For this purpose, the new section of the university is equipped with the latest types of Continental drawing, combing and spinning machinery, constructed by well-known English makers; and provision is also made for carbonising, garnetting and other plant which will add to the efficiency of the experimental studies in the several systems of woollen and worsted spinning.

Belting, stretched cotton duck
Dominion Belting Co., Ltd., Hamilton, Ont.

Bent Goods
The Crown Lumber Co., Woodstock Ont.

Bicycles and Accessories
Canada Cycle & Motor Co., Ltd., Toronto.

Billiard Balls
Samuel May & Co., Toronto.

Biscuits
McCormack Mfg. Co., Ltd., London, Ont.
The Montreal Biscuit Co., Montreal, Que.

Blankets
Slingsby Mfg. Co., Ltd., Brantford, Ont.

Blankets, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.

Blankets, lumbering
Slingsby Mfg. Co., Ltd., Brantford, Ont.

Blankets, shanty
Slingsby Mfg. Co., Ltd., Brantford, Ont.

Blasting Accessories
Canadian Explosives Ltd., Montreal, Que.

Bleaching Powder
Canadian Salt Co., Ltd., Windsor, Ont.

Blinds, outside
The Watson-Smith Co., Ltd., Toronto.

Boat Tops
Cutten & Foster, Toronto.

Boats of all kinds
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
Goldie & McCulloch Co., Ltd., Galt, Ont.
E. Leonard & Sons, London, Ont.
John McDougall Caledonian Iron Works Co., Ltd., Montreal, Que.
Polson Iron Works, Ltd., Toronto.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.
St. Lawrence Saw & Steel Works Co., Ltd., Sorel, Que.

Boiler Compound, economic
Canadian Economic Lubricant Co., Ltd., Montreal, Que.

Boiler Compound and Oils
Electric Boiler Compound Co., Ltd., Guelph, Ont.

Boilers and Tanks
International Marine Signal Co., Ltd., Ottawa, Ont.

Boilers, hot water or steam
Steel and Radiation Ltd., Toronto.
Warden King Ltd., Montreal, Que.

Boilers, steam
Steel and Radiation, Ltd., Toronto.
Warden King, Ltd., Montreal, Que.

Boiler Stands
Anthes Foundry, Ltd., Toronto.

Bolsters
Canadian Car & Foundry Co., Ltd., Montreal, Que.

Bolts, Nuts and Rivets
The Canadian Tube & Iron Co., Ltd., Montreal, Que.

Bonds, blank
Duncan Lithographing Co., Ltd., Hamilton, Ont.

Books, blank
Business Systems Ltd., Toronto.
The Brown Bros., Ltd., Toronto.

Bookbinders
R. G. McLean, Toronto.
The Brown Bros., Ltd., Toronto.

Bookcases, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

Booklets
Stone Limited, Toronto.

Boots and Shoes
Ames-Holden-McCready Ltd., Montreal, Que.
J. B. Blouin,. Ltd., Lewis, Que.
G. V. Oberholtzer Co., Ltd., Berlin, Ont.
The John Ritchie Co., Ltd., Quebec, Que.

Boots and Shoes, rubber
The Miner Rubber Co., Ltd., Granby, Que.

Bowling Alleys
Brunswick-Balke-Collender Co. of Canada Ltd., Toronto.
Samuel May & Co., Toronto.

Boxes, paper
The King Paper Box Co., Ltd., Montreal, Que.

Boxes, rattle and soap
The Arlington Co. of Canada Ltd., Toronto.

Boxes and Shooks, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

Boxes, wooden
G. & J. Esplen, Montreal, Que.
Barchard & Co., Ltd., Toronto.

Braids and Novelties
J. Henry Peters Co., 1 Mincing St., Toronto.

Braids and Trimmings
The Moulton Mfg. Co., Ltd., Montreal, Que.

Brands, burning
Pritchard, Andrews Co. of Ottawa Ltd., Ottawa, Ont.

Brass Engraver
Pritchard, Andrews Co. of Ottawa Ltd., Ottawa, Ont.

Brass Founders and Finishers
The Booth-Coulter Copper & Brass Co., Ltd., Toronto.

Brass Goods
The Jarth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto.

Brass Goods, steamfitters'
Steel and Radiation Ltd., Toronto.

Brass plates
Geo. Booth & Son, Toronto.

Brass Sheets and Rods
Brown's Copper & Brass Rolling Mills Ltd., Toronto.

Brass Signs and Memorials
Patterson & Heward, Toronto.

Brass Tubing, seamless
Canadian Seamless Wire Co., Ltd., Toronto.

Brass Wire
Canadian Seamless Wire Co., Ltd., Toronto.

Brass Work, church
Pritchard, Andrews Co. of Ottawa Ltd., Ottawa, Ont.

Brass Work, special
Bawden Machine Co., Ltd., Toronto.

Brick
Laprairie Brick Co., Ltd., Laprairie, Que.
Port Credit Brick Co., Ltd., Port Credit, Ont.

Brick, enamel
Laprairie Brick Co., Ltd., Laprairie, Que.

Brick, pressed
Laprairie Brick Co. Ltd., Laprairie, Que.

Brick, sewer
Laprairie Brick Co. Ltd., Laprairie, Que.

Some Packing Box Questions Answered

Every wide-awake manufacturer has noticed the rapidly increasing substitution of corrugated fibre board boxes for wood. If you are one of those who have hesitated about adopting the new form for your product, the following answers may help you to a decision:

Are Corrugated Boxes *Strong* Enough?

Yes. Surprising as it may seem, they will support an immense weight. For example, in a test made by the Macbeth-Evans Glass Co. a HINDE & DAUCH carton measuring 12 x 12 x 7 inches, containing lamp chimneys, withstood a load of 47 pigs of lead *—did not break down until a weight of 4230 lbs. had been piled upon it.*



Will They Stand the Wear and Tear of Shipment?

Yes. Corrugated Boxes are in reality, more durable than wood, because they have a *resiliency*—the air space between the folds of fibre acts as a cushion and readily absorbs all shock.

Is There a Real Saving in Time?

Yes. There is great saving between a few strokes of the paste brush and the building of a wooden box, which must be nailed throughout. A workman can prepare a corrugated fibre board box for shipment in ONE MINUTE—it takes ten to thirty times as long with wood.



"How to Pack It"

is the title of an interesting booklet which answers all packing box questions—tells the whole story of the NEW way of packing and, furthermore, shows just why a great variety of manufacturers have found H&D CORRUGATED FIBRE BOARD BOXES money and time savers. Write for this booklet, at the same time telling what you manufacture. We will send you a free sample to test to your own satisfaction.

The Hinde & Dauch Paper Co.,

Toronto, Canada

FACTORIES: Sandusky, O., Philadelphia, Pa., Muncie, Ind., Toronto, Can.

H & D Corrugated Fibre Board Boxes

Bridges, railway and highway
The Canadian Bridge Co., Ltd., Walkerville, Ont.

Bridges, steel
Canada Foundry Co. Ltd., Toronto.

Bronze, Brass and Gold Letters
Geo. Booth & Son, Toronto.

Bronze Sheets and Rods
Brown's Copper & Brass Rolling Mills Ltd., Toronto.

Brooms
Boeckh Bros. Co. Ltd., Toronto.
H. W. Nelson & Co., Toronto.
Stevens-Hepner Co. Ltd., Port Elgin, Ont.

Brushes
Canadian National Carbon Co., Ltd., Toronto.

Buckles, shoe and coat
Parmenter & Bulloch Co. Ltd., Gananoque, Ont.

Building Blocks, vitrified, salt glazed
Standard Drain Pipe Co. of St. Johns, Quebec, Ltd., St. Johns, Que.

Building Granite
McIntosh Granite Co. Ltd., Toronto.

Builders, ship
Polson Iron Works, Ltd., Toronto.
J. & R. Weir, Montreal, Que.

Buoys and Beacons, automatic acetylene
International Marine Signal Co., Ltd., Ottawa, Ont.

Burlaps
The Smart Bag Co., Ltd., Montreal, Que.
The Canadian Bag Co., Ltd., Montreal, Que.

Burlaps, decorative
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Buttons, crochet
J. Henry Peters Co., 1 Mincing St., Toronto.

Calendars
Duncan Lithographing Co., Ltd., Hamilton, Ont.
Hough Lithographing Co., Ltd., Toronto.
Lawson & Jones, Ltd., London, Ont.
Stone Limited, Toronto.

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The David Smith Engraving and Lithographing Co., Ltd., Toronto.
Rolph & Clark Ltd., Toronto.

Cameras
Canadian Kodak Co., Ltd., Toronto.

Campers' Outfitters
Slingsby Mfg. Co., Ltd., Brantford, Ont.

Canoes
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Canvas
The Smart Bag Co., Ltd., Toronto.

Cans, baking powder, etc.
American Can Co., Montreal and Hamilton.

Cans, fruit
American Can Co., Montreal and Hamilton.

Cans, tin
A. R. Whittall, Montreal, Que.
American Can Co., Montreal and Hamilton.

Caps, cloth
John W. Peck & Co., Ltd., Montreal, Que.

Carbon Brushes
Canadian Carbon Co., Ltd., Toronto.

Carbon Products
Canadian Carbon Co., Ltd., Toronto.

Carbonating Machinery
The Linde Canadian Refrigeration Co., Ltd., Montreal, Que.

Carbons, arc light
Canadian Carbon Co., Ltd., Toronto.
The Canadian National Carbon Co., Ltd.

Carbons, flame
Canadian Carbon Co., Ltd., Toronto.

Carbonic Acid Gas
Canadian Carbonate Co., Ltd., Montreal, Que.

Carbide of Calcium
Canadian Carbide Co., Ltd., Montreal, Que.

Cards, Index
Business Systems, Ltd., Toronto.

Carpets and Rugs
Toronto Carpet Mfg. Co., Ltd., Toronto.

Carpets and Rugs, Axminster and ingrain
Toronto Carpet Mfg. Co., Ltd., Toronto.

Carpets and Rugs, Brussels and Wilton
Toronto Carpet Mfg. Co., Ltd., Toronto.

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Toronto Carpet Mfg. Co., Ltd., Toronto, Ont.

Carriages
Tudhope Carriage Co., Ltd., Orillia, Ont.

Carriages, baby, etc.
Canada Furniture Mfgs., Ltd., Woodstock, Ont.

Cars
Canadian Car & Foundry Co., Ltd., Montreal, Que.

Cars for Mines
Hammant Steel Car & Engine Works, Hamilton, Ont.

Cartons, folding
Duncan Lithographing Co., Ltd., Hamilton, Ont.

Cartons, lithographed
Harris Lithographing Co., Toronto.

Carriers, box and barrel
Canadian Mathews Gravity Carrier Co., Ltd., Toronto.

Carriers, brick
Canadian Mathews Gravity Carrier Co., Ltd., Toronto.

Cases, show
Jones Bros. & Co., Ltd., Toronto.

Castings, grey iron
Canadian Car & Foundry Co., Ltd., Montreal, Que.
Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.
John McDougall Caledonian Iron Works Co., Ltd., Montreal, Que.
The Western Steel & Iron Co., Ltd., Winnipeg, Man.

Castings, malleable iron
Galt Malleable Iron Co., Ltd., Galt, Ont.
Pratt & Letchworth Co., Brantford, Ont.

Castings, steel
Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.

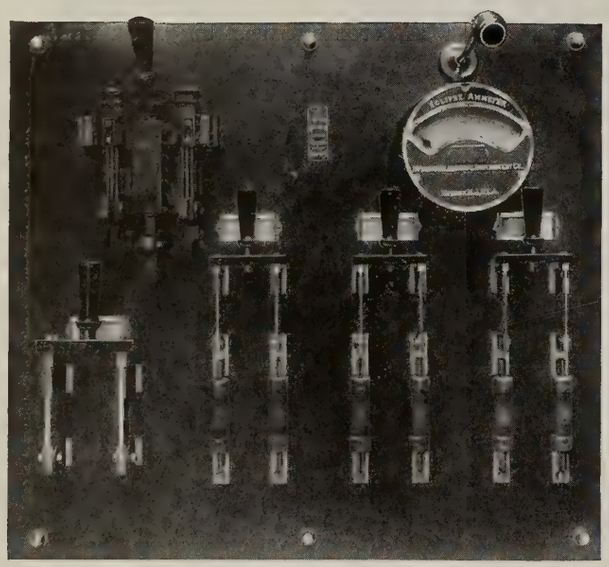
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SYNDICALISM AND ITS TRUE MEANING.

"In Artois by the sea," writes the financial critic of the London *Sunday Times*, "lives in contemplative leisure a man who is responsible for the economic movement which of late has extended over the whole world—George Sorel. Neither teacher, nor popular writer, nor leader of a party—according to his own testimony. His books are meant to be a collection of aphorisms; even his most important work, 'Thoughts on Power.' He applies the philosophical methods of Bergson to social problems—intuition and divorce from traditional methods. In this manner Sorel has evolved Syndicalism as a Socialism of Intuition, which looks upon Lasalle as the prophet of the false and upon Jaures as an amiable middle-class reactionary.

"Syndicalism preaches social war, for its own sake, independent of the chances of victory. The masses must be kept in the revolutionary temper—to overthrow the existing order, to seize the means of production. No gradual progress, no natural evolution—catastrophes are required. And Sorel enthuses over the æsthetics of bloodshed in a general revolt, over the beauty of destructive popular passions. In Montpelier he founded with Fernand Pelloutier the Confederation of Labor, which relies upon strikes, boycott, and sabotage for its success. By concerted strikes society is to be starved to death and forced to surrender.

"During recent years they have tried this new doctrine in France, in America, in Australia, and now last, but not least, they try it in this country. Everywhere they have failed. And they failed, not because they lacked the will for mischief, but because they underestimated the power of resistance of the established order. The syndicalism which wants to make Labor—revolted Labor—the ruler, misconceives the forces of social progress. Revolutions, unless they are the last word of gradual evolutions, are barren and hopeless. Syndicalism wants war when the entire modern existence requires peace. Moreover, should its purely negative and destructive doctrines succeed, it is unable to promise better conditions of life. A gospel without hope is bound to fall.

"Here we have the psychological explanation of the extraordinary aspect of the city since the miners decided to 'down' their tools. It is the unexpected that generally happens, but it is open to doubt whether in all its history the Stock Exchange has ever more completely surprised and confounded observers than when it made the coal strike, which was to mark the final collapse after the constant decline of recent months, the very starting point of a boom.

"'It is either madness or genius' was the general remark. Yet it was neither. Only the application of the old doctrine that the anticipation of evil affects us more than its reality. Then came the perception that Syndicalism—like more other 'isms'—is, after all, only 'cooking with water,' and that the greater the number of its battalions the sooner the exhaustion of its funds and the resulting dissensions."

THE WORK OF SASKATOON.

Saskatoon's programme of work for the present year roughly approximates about $11,000,000. Of this, about $2,500,000 will be spent on public work. $2,000,000 will be expended by The Canadian Agency of London, England, on a river dam and about nine miles of street railway. Building operations for the present year will account for about $7,000,000. The city's problem will be to secure a sufficient number of men to handle the work that must be done. There is not an idle man in the city.

Clam Shell Buckets
M. Beatty & Sons, Ltd., Welland, Ont.

Collars
The Standard Shirt Co., Ltd., Montreal, Que.

Coal
Standard Fuel Co., Toronto.

Colors
International Varnish Co., Ltd., Toronto.
Brandram-Henderson, Ltd., Montreal, Que.
A. Ramsay & Son Co., Montreal, Que.
Sherwin Williams Co. of Canada, Ltd., Montreal, Que.

Core Compound, economic
Canadian Economic Lubricant Co., Ltd,. Montreal, Que.

Corks
S. H. Ewing & Sons, Montreal, Que.

Cork Carpet
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Cork, granulated
Robinson Bros. Cork Co., Ltd., Toronto.

Corsets
Brush & Co., Ltd.. Toronto.
Dominion Corset Co., Quebec, Que.

Corset and Shoe Lacings
J. Henry Peters Co., 1 Mincing St., Toronto.

Cottonades
Hamilton Cotton Co., Hamilton, Ont.

Couplers
Canadian Steel Foundries, Ltd., Welland, Ont.

Crankshafts
Canada Forge Co., Ltd., Welland, Ont.

Cream Cheese, Ingersoll
The Ingersoll Packing Co., Ltd., Ingersoll, Ont.

Cream Separators
De Laval Dairy Supply Co., Ltd., Montreal, Que.

Crushed Rock
The Winnipeg Supply Co., Ltd., Winnipeg, Man.

Cues
Samuel May & Co., Toronto.

Cuffs
The Standard Shirt Co., Ltd., Montreal, Que.

Cups, presentation
Standard Silver Co., Toronto.

Curtains, chenille
Hamilton Cotton Co., Hamilton, Ont.

Curled Hair
Delany & Pettit Co., Ltd., Toronto.

Cushions
Cutten & Foster, Toronto.

Cutlery
Standard Silver Co., Toronto.
Toronto Silver Plate Co., Ltd., Toronto.

Cutting Compound, economic
Canadian Economic Lubricant Co., Ltd., Montreal, Que.

Chairs, assembly hall
Stratford Mfg. Co., Ltd., Stratford, Ont.

Chairs, common
St. Lawrence Furniture Co., Riviere du Loup, Que.

Chairs, folding
Stratford Mfg. Co., Ltd., Stratford, Ont.

Chairs, rattan and reed
Imperial Rattan Co., Ltd., Stratford, Ont.

Chiclets and Chewing Gum
Canadian Chewing Gum Co., Ltd., Toronto.

Cigars
Ed. Youngheart & Co., Ltd., Montreal, Que.

Cigarettes and Tobacco
Philip Morris & Co., Ltd., Montreal, Que.

Circular Cutters, solid steel
The Peter Hay Knife Co., Ltd., Galt, Ont.

Clocks and Clock Movements
The Arthur Paquet Clock Co., Berlin, Ont.

Closet Seats
Goderich Organ Co., Goderich, Ont.

Clothing
John W. Peck & Co., Ltd., Montreal, Que.

MacKenzie & Co., Ottawa, Canada.

Clothing, leather and sheepskin lined coats
A. R. Clarke & Co., Ltd., Toronto.

Clothing, Mackinaw
The Carss Mackinaw Clothing Co., Ltd., Orillia, Ont.

Clothes Lines, cotton
Hamilton Cotton Co., Hamilton, Ont.

Clothes Wringers
J. H. Connor & Son, Ltd., Ottawa, Ont.

Coffee
S. H. Ewing & Sons, Montreal, Que.

Coffee Importers, Roasters and Manufacturers
C. H. Cochrane & Co., Ottawa, Ont.

Coats
Peerless Overall Co., Rock Island, Que.

Coats, sweater, and fancy knit goods
Monarch Knitting Co., Ltd., Dunville, Ont.

Cobalt Oxide
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

Cocoa and Chocolate Preparations
Walter Baker & Co. of Canada, Ltd., Montreal, Que.

Cold Drawn Screw Steel
Union Drawn Steel Co., Ltd., Hamilton, Ont.

Cold Drawn Shapes, flats, squares, hexagons
Union Drawn Steel Co., Ltd., Hamilton, Ont.

Collar Buttons
The Arlington Co. of Canada, Ltd., Toronto.

Collars, coated linen
Parsons & Parsons Canadian Co., Hamilton, Ont.

Collars and Cuffs, waterproof
Williams, Greene & Rome, Berlin, Ont.

Combs, fine dressing and name
The Arlington Co. of Canada, Ltd., Toronto.

Compressors
Canada Foundry Co., Ltd., Toronto.

Commercial Stationers
The David Smith Engraving and Lithographing Co., Ltd., Toronto.
Rolph & Clark Ltd., Toronto.

Commercial Stationery
The Brown Bros., Ltd., Toronto.

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Wm. Neilson, Ltd., Toronto.

Contractors' Plant
The Western Steel & Iron Co., Ltd., Winnipeg, Man.

Coppersmiths
The Booth-Coulter Copper & Brass Co., Ltd., Toronto.

Copper Sheets and Plates
Brown's Copper & Brass Rolling Mills, Ltd., Toronto.

Copper Tubing, seamless
Canadian Seamless Wire Co., Ltd., Toronto.

Copperware and Lanterns
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Copper Wire
Canadian Seamless Wire Co., Ltd., Toronto.

Cords, braided, spun, knitted
J. Henry Peters Co., 1 Mincing St., Toronto.

Core Compound, economic
Canadian Economic Lubricant Co., Ltd., Montreal, Que.

Designers
Ontario Engraving Co., Hamilton Ont.

Denims
Hamilton Cotton Co., Hamilton, Ont.

Designers and Printers of Booklets, etc.
Grip Ltd., Toronto.

Desks, office and home
Baird Bros., Plattsville, Ont.

Dining Room Suites
The George McLagan Furniture Co., Ltd., Stratford, Ont.

Disinfecting Apparatus
Spramotor Co., London, Ont.

Drapery and Upholstery Goods
Daly & Morin, Montreal, Que.

Dredges
M. Beatty & Sons, Ltd., Welland, Ont.

Dresses, ladies' and children's
The Eclipse Whitewear Co., Ltd., Toronto.

Dressing, belt
Dominion Belting Co., Ltd., Hamilton, Ont.

Sadler & Howarth, Montreal, Que.

Dress and Cloak Trimmings
J. Henry Peters Co., 1 Mincing St., Toronto.

Drills, rock
Canada Foundry Co., Ltd., Toronto.

Drift Bolts or Spikes
London Rolling Mill Co., Ltd., London, Ont.

Dry Cells, electric
Canadian Carbon Co., Ltd., Toronto.

Dry Colors
P. D. Dods & Co., Ltd., Montreal, Que.
The Imperial Varnish & Color Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.

Dumb Waiters
Turnbull Elevator Mfg. Co., Toronto.

Dyers and Finishers
R. Parker & Co., Toronto.

Dynamite
Canadian Explosives Ltd., Montreal, Que.

Dynamos
Consolidated Electric Co., Ltd., Toronto.
Jones & Moore Electric Co., Ltd., Toronto.

Dynamos, plating
Jones & Moore Electric Co., Ltd., Toronto.

Edge Tools
Gilmour Bros & Co., Montreal, Que.

Eiderdown
Galt Knitting Co., Ltd., Galt.

Electrical Compounds
Standard Paint Co. of Canada, Ltd., Montreal, Que.

Electrical and Gas Fixtures
The Jarth Co., Montreal, Que.
The James Morrison Brass Mfg. Co., Ltd., Toronto.

Electric Plate Ware
Roden Bros., Ltd., Toronto.

Electric Batteries
Canadian Carbide Co., Ltd., Toronto.

Electrical Supplies
Canadian General Electric Co., Ltd., Toronto.
Jones & Moore Electric Co., Ltd., Toronto.
Northern Electric & Mfg. Co., Ltd., Montreal, Que.

Electrotyping
Central Press Agency, Toronto.

Electro-Silver Plated Ware
Standard Silver Co., Toronto.

Elevators
Turnbull Elevator Mfg. Co., Toronto.

Elevator Enclosures
Turnbull Elevator Mfg. Co., Ltd., Toronto.

Elevators for all purposes
Cote Bros. & Burritt, Montreal, Que.

Elevator Gates and Doors
Turnbull Elevator Mfg. Co., Toronto.

Elevator Guards
The Geo. B. Meadows, Toronto Iron and Brass Goods Works Co., Ltd., Toronto.

Elevators, hydraulic and electric
John McDougall Caledonian Iron Works Co., Ltd., Montreal, Que.

Embossing
Business Systems, Ltd., Toronto.

Enamels
P. D. Dods & Co., Ltd., Toronto.
R. C. Jamieson & Co., Ltd., Montreal, Que.

Enamel Manufacturers and Decorators
Standard Paint & Varnish Co., Ltd., Windsor, Ont.

Enamel and Tin Ware
McClary Mfg. Co., London, Ont.

Engines
E. Leonard & Sons, London, Ont.
Goldie & McCulloch Co., Ltd., Galt, Ont.
J. & R. Weir, Montreal, Que.
Polson Iron Works, Ltd., Toronto.
St. Lawrence Saw & Steel Works Co., Ltd., Sorel, Que.

Engines, gas and gasoline
Gilson Mfg. Co., Ltd., Guelph, Ont.
Goold-Shapley-Muir Co., Ltd., Brantford, Ont.

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Sawyer-Massey Co., Ltd., Hamilton, Ont.



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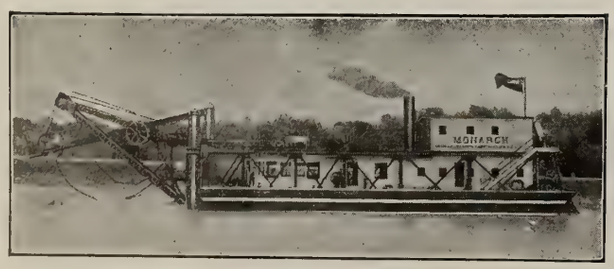
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DEPARTMENT OF LABOUR.

Prices Higher Than Ever.

The almost unprecedentedly rapid rise in prices which has been in progress since about July last scored another point in advance last month, according to the latest estimate of the Department of Labour. This was largely due to the effect upon the general level of the strengthening in the price of cattle and hogs and their products which took place in April. Grains also were upward, while some of the metals, notably copper, tin and spelter, developed great strength. Raw cotton, raw rubber, coal and coke are among the important articles now moving upward. On the other hand, dairy products were generally weaker, from seasonal causes. The final effect is summed up in the statement that the Department's index number moved up during the past month from 134.2 to 135.4. Last year at this time it stood at 126.4. These numbers, it is to be understood, are percentages of the general level of prices throughout the last decade of the last century, the period selected by the Department as the standard for comparison in its measurement of price fluctuations.

As is usual at this period of the year, the number of labour disputes in existence has recently increased, in connection with the settlement of wages schedules for the coming season of activity. There were nineteen strikes reported to the Department of Labour in April, being five more than in March, and five more than in April, 1911. About fifty firms and 6,000 employees were involved, the loss of time being estimated as in the neighbourhood of 150,000 working days. The only important new disturbance, however, was that of railway construction hands in British Columbia. On the whole, the situation from the standpoint of working days lost has been more favourable than last year. Only eleven disputes were reported unsettled at the end of the month.

There was a larger return of industrial accidents to the Department during April than in the preceding month or in April, 1911. Altogether, 62 workmen lost their lives and 227 were seriously injured. The record of fatal accidents was favourable, there being 28 fewer fatalities recorded than in March and 17 less than in April, 1911. The number of non-fatal accidents, however, was 45 more than in March and 106 more than in April, 1911. The only disaster of the month involving the death of more than one workman occurred on construction work at Callender, Ont., on the line of the Canadian Northern Railway, where two men were killed by flying rock during blasting operations.

G. T. P. ELEVATOR AT FORT WILLIAM.

One of the busiest places in Fort William to-day is at the mouth of the Mission River, where the Grand Trunk Pacific terminal elevator is located. Work has been going on for some time, constructing the second unit of two and one-half million bushels capacity that will be completed and ready to receive the present year's crop. The first unit was built 1910-11, and has a capacity of three and one-half million bushels, so that the capacity of this elevator before the end of the present year will be six million bushels.

It is the intention of the Grand Trunk Pacific Railway Co. to increase the capacity of their elevator ultimately to thirty million bushels by adding units of two and four millions annually.

Over 1,350 men are employed in the construction of this elevator.

In addition to the above, Fort William will soon have a clearing elevator, capacity 1,000,000 bushels, which will be built by the C. P. R.

CONTENTS

	PAGE
Editorials	189
The Convention at Ottawa	194
Manufacturers and Bank Mergers. by H. M. P. Eckardt	196
The Isle of Pines. By W. A. Curran	198
Health and Baking Powders. By Dr. A. McGill, F.R.S.C.	201
Elevators in the Canadian West. By E. Cora Hind	203
The March of the Immigrant. By J. T. Stirrett.	208
Wm. Dewart and his Writings	212
Boiler Explosions and Accidents. By W. Buchan	215
Changes in the Freight Rates	221
New Patents	227
Trade Enquiries	229
Among the Industries	231

Index to Display Advertisements on next page

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INDEX TO DISPLAY ADVERTISEMENTS

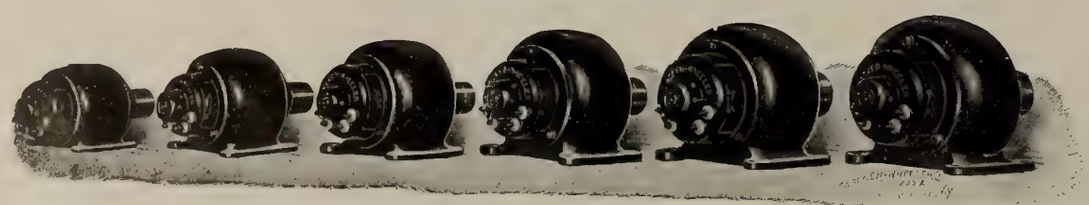
Acetylene Construction Co....181
American Can Co....167
Architectural Sheet Metal Co....186
Atkins, E. C. Saw Co....230
Ault & Wiborg Co., of Canada....154
Banfield, W. H. & Sons....249
Beatty, M., & Sons....232
Berlin Machine Works....145
Berry Bros....153
Bertram, John, & Sons Co....137
Boeckh Bros....167
Boiler Inspection & Insurance Co....226
Booth-Coulter Copper and Brass Co....233
Bradstreets....249
Brandon....142
British-American Oil Co....Inside Front Cover
B. C. Mills Timber and Trading Co....160
Business Systems....171
Calgary....139
Canada Ethnite Co....221
Canada Foundry Co....229
Canada Iron Corporation....180
Canada Machinery Corporation....163
Canada Metal Co....243
Canada Iron & Wire Goods Co....225
Canadian Appraisal Co....156
Canadian Bank of Commerce....225
Canadian Billings and Spencer....249
Canadian Boomer & Boschert Press Co....176
Canadian Bridge Co....249
Canadian Car and Foundry Co., Limited....155
Canadian Consolidated Rubber Co....Outside Back Cover
Canadian Crocker-Wheeler Co., Limited....134
Canadian Fairbanks-Morse Co., Ltd....164
Canadian Drawn Steel Co., Limited....176
Canadian Hart Wheels....158
Canadian Oil Companies, Ltd....Inside Front Cover
Canadian H. W. Johns—Manville Co....157
Canadian Street Car Advertising Co....135
Canadian Steel Foundries....155
Canadian Sunbeam Lamp Co....172
Canadian Tube & Iron Co....177
Canadian Pacific Railway....241
Canadian Westinghouse Co....187
Chapman Double Ball Bearing....184
Chemical Laboratories....249
Conduits, Limited....235
Consolidated Mining and Smelting Co., of Canada, Limited....180
Continental Bag & Paper Co....185
Dart Union Co....153
Davidson, The Thos., Manufacturing Co. Limited....247
Dennis Wire & Iron Co....166
Dodge Mfg. Co....148
Dominion Abrasive Co....233
Dominion Creosoting Co....235
Dominion Express Co....222
Dominion Paper Box Co....230
Dominion Steel Castings Co....223
Dougall Varnish Works....Inside Back Cover
Eddy, E. B., Co....182
Elder, Dempster & Co....239
Estevan....138
Eureka Mineral Wool & Asbestos Co....233
Ford Motor Company....170
Franco-Canadian Welding Co....143
Galt Malleable Iron Co....245
Garlock Packing Co....177
General Fire Equipment Co., Limited....243
Gibbons, J. J....Outside Front Cover
Gilbertson J. J....223
Glidden Varnish Co....150
Globe, The....147
Goderich Organ Co., Limited, The....228
Goldie & McCulloch Co., Limited, The....144
Goodyear Tire & Rubber Co....250
Gourlay, Winter & Leeming....159
Gramm Motor Truck Co....169
Graselli Chemical Co....250
Greening, The B., Wire Co., Limited....172
Greey, Wm. & J. G....188
Gutta Percha and Rubber Mfg. Co., Limited....Inside Back Cover
Hamilton Bridge Works....133
Hill Electric Switch....
Hinde & Dauch Paper Co....178
Hough Lithographing Co....168
Hyde & Co., Francis....165
Industrial Publishing Co....171
Imperial Wire & Cable Co., Limited....222
Inglis, John, Co....162
International Varnish Co....152
Jeffrey Manufacturing Co....223
Jenckes Machine Co....188
Jones, J. L., Engraving Co....243
Jones & Moore Co....168
Kerr Engine Co., Limited....232
L'Air Liquide Society....143
Leonard & Sons, E....161
Library Bureau....183
London and Lancashire....171
Lumen Bearing Co....231
Lysaght, John, Limited....Inside Back Cover
Macey Office Equipment Co....174
Manitoba Gypsum Co....228
Martin Corrugated Paper & Box Co....154
Martin Orme Piano Co....184
Massey-Harris Co....224
McDougall, The R. Co....166
McLaren, D. K....170
McLaren, J. C., Belting....170
Meadows, The Geo. B....149
Merchants Mutual Steamship Co....239
Metallic Roofing Co. of Canada, Limited....225
Metal Shingle and Siding Co., Limited....143
Mitchell, Robt. & Co....226
Montreal Lithographing Co....168
Moosejaw....140
Morrow, John, Screw....181
Morton, Phillips & Co....249
National Acme Manufacturing Co....136
National Machinery and Supply Co....166
New Zealand Shipping Co....237
Nichols Chemical Co., Limited, The....247
Nicholson File Co....247
Northern Aluminum Co....237
Northern Electric Co....227
Nova Scotia Steel and Coal Co., Limited....173
Ontario Wind Engine and Pump Co....233
Ormsby, A. B., Limited....231
Otterville Mfg. Co....228
Page-Hersey Iron, Tube and Lead Co....
Page Wire Fence Co....173
Packard Electric Co....174
Penman's Limited....171
Phillips, Eugene F....245
Pickford & Black....239
Pinchin Johnson Co....152
Polson Iron Works, Limited....245
Pratt & Letchworth....Inside Front Cover
Pringle, T. & Sons....221
Purdy, Mansell & Co....235
Queen City Oil Co., Limited....247
Rhodes, Curry Co....155
Riordon Paper Mills, Limited....175
Ritchie & Ramsay....175
Robb Engineering Co., Limited....158
Robins Limited....159
Rockwood Sprinkler....165
Rolland Paper Co., The....175
Russell Motor Car Co....151
Saskatoon....141
Sheldons, Limited....157
Smart Bag Co., Limited, The....237
Standard Paint Co....158
Standard Sanitary Mfg. Co....146
Steel Co. of Canada....179
Steele, Wm., & Sons Co....
Stronglite Box Co....185
Tallman Brass and Metal Co....156
Thomson, Tilley & Johnston....245
Thompson & Norris Co....Outside Back Cover
Toronto Hydro Electric System....219
Traders Bank....225
Trussed Concrete and Steel Co....228
Union Drawn Steel Co. Limited....176
Vogel, H. G., Co....231
Walker, Hiram & Sons....219
Waterous Engine Works Co., Limited....161
Watson Carriage Co....186
Winnipeg....140

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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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Industrial Canada is Censured.

INDUSTRIAL CANADA has been severely censured recently by the Montreal *Witness,* the Toronto *Star,* the *Manitoba Free Press,* the Ottawa *Free Press* and the *Weekly Sun* for saying something which it did not say.

The basis of their misinterpretation was an illustrated article on the Panama Canal, written by the editor, which appeared in the July issue. The writer endeavored to show, by means of figures furnished by the Association's experts, that British and foreign manufacturers were shipping large quantities of goods into British Columbia via the Tehuantepec route and Suez Canal. From this, he argued that if the Panama Canal proves to be a faster and cheaper route, more British and foreign manufactured goods would come into British Columbia and Alberta to compete with goods manufactured in Canada.

Then came the following paragraph, concerning which INDUSTRIAL CANADA was put on the gridiron.

"The Panama Canal will soon be open. How are Canadian manufacturers to hold the Western Canada trade? Are these the remedies? Repeal, in whole or in part, of the British preference? Readjustment of freight rates? Establishment of branch factories in the West?"

Neither in this extract or in any other part of the article is there a request for the repeal of the British preference, yet the above newspapers attacked INDUSTRIAL CANADA bitterly for this alleged act.

In its able misrepresentation, the Montreal *Witness* pursued its elusive argument with the lofty dignity and lack of success which characterized Lancelot's pilgrimage after the Holy Grail. The *Manitoba Free Press,* the Ottawa *Free Press* and the *Weekly Sun* declared that the manufacturers were showing their loyalty in a strange way by attempting to limit the entrance of British goods to Canada —an argument neither new nor convincing. As for the Toronto *Star,* its editorial read as though it had been written by a man whose wife was away at a summer resort while he attended to the domestic duties. He came to his office determined to take it out of some one.

Why cannot one endeavor to gain information by the Socratic method of asking questions without being accused of formulating doctrines or advocating a change in the national fiscal policy? Is there any harm in economic curiosity as against philosophic curiosity? Why should one not speculate on what might happen, if something else happened? These newspapers speculate occasionally —most of the time, according to their enemies—and surely they will allow us one more speculation. All these papers believe in a lower tariff. Some of them would remove the tariff altogether. Suppose that a wonderful aeroplane service enabled British publishers to sell newspapers in Toronto, Ottawa, Montreal and Winnipeg which gave better value to the buyer, because they were cheaply produced, than the Canadian newspapers published in these cities. Suppose that the British newspapers began to take away greatly from the circulation and advertising of the Canadian newspapers. Would the owners of the Canadian papers favor the free entrance of British papers or would they ask that sufficient duty be placed upon British papers to allow their own papers to be published?

The Rush of Immigrants.

DURING the first three months of the fiscal year ending March 31, 1913, the total immigration of Canada was 175,346, or nearly half of the total immigration of the fiscal year 1911-1912, which was 354,237. If this rate continues, nearly three-quarters of a million immigrants will enter Canada during the present fiscal year. Every immigrant is a bundle of wants. Each arrival increases the scope of our home market and means more business for Canadian manufacturers.

The Convention.

THE Annual Convention of the Association, which will be held in Ottawa on September 24, 25 and 26, should be attended by every Canadian manufacturer. The coming year will witness events that will be important in the history of our national industry. Every department representing the Association's activity will be affected.

The problems of transportation are being investigated. Freight and express rates, parcel post, and railway service are on the witness stand. The customs tariff is by no means secure. Persistent demands of Free Traders may obtain reductions or removal of duties. Legislative mills are busy grinding out industrial laws. The insurance field presents special matters for consideration.

Every man who goes to the Convention with an idea in his head, if it is a good idea, will assist the Association. Those who claim they have no ideas should not neglect the opportunity to obtain a supply. A good attendance insures keen discussion, and keen discussion is the foster-mother of the thoughts which crystallize into action.

Vote for good men who will attend committee meetings and give their time to the work allotted to them. The important business is done in committee.

Export Trade.

WRITING in "*System*," T. J. Zimmerman states that the nations of the world buy annually $12,000,000,000 of the products of other countries. Of this, one-third consists of manufactured goods. Three-fourths of the manufactured goods is supplied by the four great producing nations—Great Britain, Germany, France and the United States.

Some day the Canadian home market will be supplied and our manufacturers will have to go forth and struggle for a share of the $4,000,000,000 which the world spends annually in buying manufactured goods. Are we getting ready?

Boycotting.

INDUSTRIAL CANADA has received an unsigned circular letter from New York which calls for a wholesale boycott of the United States to punish that country for refusing to carry out the Hay-Pauncefote treaty in regard to Panama Canal tolls. The letter suggests that the boycott be carried to the wave-crest of success by the following slogan:

"A—Ah!!
Are Americans Honest?"

Why the melancholy imitation of a college yell? Must staid Canadian business men go about the streets howling this international query?

The letter asks that the boycott be a general one, covering business, advertising, banking and the investment of capital. It advises the use of placards such as: "We don't sell American goods here," or "Do not trouble to solicit business from us until the U. S. Senate repeals its recent dishonest measure applying to Panama Canal tolls."

INDUSTRIAL CANADA does not support such a boycott, because it would be unjust and impractical. If the United States Congress and Senate fail to carry out an international agreement, the resource of those injured by the breach of faith is the Hague Tribunal, just as the contestants in a private suit must appeal to national courts.

The boycott is a thing of disreputable origin. Many years ago, in Ireland, a certain Captain Boycott had his pigs slaughtered and his barns burned in punishment for adhering to certain political and religious beliefs. Boycotting in business is similar to lynch law. Both are forms of tyranny common to ignorant and disorganized society. The suggestion is unpractical because the international trade relations between Canada and the United States could not be stopped abruptly without inflicting great loss and inconvenience upon Canadians. While a boycott of American goods might increase the sale of Canadian goods for a time, our temporary gain would be quickly transformed into permanent loss if boycotting were substituted for law in settling international disputes. We do not want to use such a weapon lest it be turned against ourselves with double force.

At the same time, it is inaccurate to state that a refusal on the part of Great Britain and other nations to use the canal would be a boycott. If the United States breaks a treaty and defines an entirely new arrangement those concerned are at liberty to accept or reject the latter.

But other nations cannot afford to ignore the waterway between two continents.

One Reason for High Cost of Living.

IF the supply of food decreases and the number of people to be fed increases, what happens? One of two things: People eat less or pay more.

The number of cattle in the United States decreased from 67,719,410 in 1900 to 61,803,866 in 1910. The numerical decrease was 5,915,544. The decrease in terms of percentage was 8.7.

The number of swine decreased from 62,868,041 in 1900 to 58,185,676 in 1910, the numerical decrease being 4,682,365 and the percentage 7.4.

Sheep decreased 9,055,852, or 14·7 per cent., from 61,503,713 to 52,447,861.

In the same decade the population of the United States increased from 75,994,575 to 91,972,266, that is, 15,977,690, or about 20 per cent.

The United States population is nearly half urban—food eaters, not food producers. This is one reason for the "high cost of living." The same condition exists in Canada.

Partial Eclipse of the Sun.

BEFORE releasing one of his positive and precise editorials, the editor of the *Weekly Sun* should assure himself that his statements are corroborated in the news columns. In the issue of August 7th he writes:

"The Springfield *Republican* says that the people of Connecticut produce only about one quarter of the food they eat, and the people of the State of Massachusetts are in very much the same position. Rhode Island, it may be added, produces even a smaller proportion of the food eaten within its borders. Other Eastern States are in a somewhat similar position. In fact the group of States lying east and south of Ontario are as much on an importing basis, so far as food is concerned, as is the United Kingdom, and they have a combined population equal to that of Great Britain. The food requirements of these States are at present drawn from territory in the distant west of the Union. If Reciprocity had been approved last September Ontario and Quebec would have had free entry to that market and would have had an advantage over the States now supplying it in the matter of distance. Ontario can look right into the consuming States; the source on which they now depend for food is half a continent away."

Below this editorial, on the same page, in a carefully prepared table of market prices, the price of barley in Buffalo is given at 90 cents a bushel. The Toronto price is also 90 cents a bushel. Why should the Ontario farmer yearn to pay the extra freight to Buffalo, when he probably lives nearer Toronto, in order to get the same price for his barley? How does it benefit him to "look right into" Buffalo? In regard to the United States market, the Canadian producer has always been "on the outside looking in," but he never gets in.

Trust the *Sun* to bring about its own eclipse.

Sam Slickism.

"I REGARD the Panama Canal bill as being directly opposed to the principle of the Hay-Pauncefote treaty and as a blow at our national honor. The United States is too great a country to stoop to such practices."—Senator Percy, of Mississippi.

Unfortunately, the majority of the United States Congressmen and Senators disagreed with Senator Percy. A hundred years ago, the Canadian conception of the "Yankee," the type described in the works of "Sam Slick," was a long, lean and wily vendor of patent churns, which he smartly sold to honest men. Those who dealt with the "Yankee" were usually poorer in money but richer in experience. His idea of an agreement was that it should serve as a convenient temporary arrangement, which could be repudiated with the assistance of pleasant "cuteness" when it became irksome. One of the leading branches of United States law is the education of persons possessing the means and inclination in safe methods of evading just but inconvenient obligations. There seem to be many "Yankees" in the present United States Senate and Congress.

Stamp Rolls.

ONE and two cent stamps will be issued in rolls of five hundred by the Dominion Post Office Department. This has been done at the request of the Association, and will be a convenience to owners of stamp machines which are now used in sending out quantities of mail. An extra charge of six cents per roll will be levied to cover the cost of manufacture.

Money Is Scarce.

THAT money will be tight in Canada during the coming months is the prediction which is being generally made by business men.

"The great increase in the industrial activity, and the heavy demand for business in our own country for manufacturing purposes will tighten the market," said Mr. Aird, Assistant General Manager of the Canadian Bank of Commerce, on his return from a trip to Europe. "You will probably see the Bank of England rate advanced from about three to about four and a half per cent. A large amount of money will be necessary to finance the crops in the Canadian West, and this, with the general commercial expansion, will make rates for money higher."

In almost every industrial city or town of Canada, extensions have been made during the last year to factories and equipment. To get the necessary money, capital has been increased and much stock has been put on the market. Money is going west in carload lots to finance the crops. The cities of Canada need vast sums for municipal improvements We have tapped long and freely of late the money markets of the world. Consequently, the reservoir is so low that there is danger of a drought. The city of Toronto's recent failure to float its bonds in London is one of many indications that the great humming top of credit is revolving in a diminishing base of ready cash.

B. C. Railways.

THE Victoria *Colonist* credits Sir Richard McBride with the statement that one hundred million dollars will be spent on railway construction alone in British Columbia during the next four years. The energy and courage represented in such an expenditure is amazing. Can the Province stand the strain when the borrowed money is spent? Will the development of its great natural

resources take the place of the imported gold? At present, British Columbia is prosperous. Its friends hope that it will not stagger when the money spout is turned away.

Increase of C.P.R. Capital.

WHY should the Canadian Pacific Railway apply for permission to increase its capital stock from $200,000,000 to $300,000,000?

If the C. P. R. wants $100,000,000 to build more cars, more engines, more branches, more freight sheds, and to enlarge and improve its system, and if it considers that the increased revenue, fairly earned by the increased carrying capacity of the system, will pay the dividends on this $100,000,000 worth of new stock, the Canadian manufacturers will approve of the stock issue. Canadian manufacturers want more cars, more engines, more freight sheds, more of everything that enables a railway to handle traffic.

But if the C. P. R. intends to make no large extensions to its system, and intends to squeeze dividends for the new stock out of the present service, Canadian manufacturers are opposed to the stock issue, because it will hinder the readjustment of freight rates and the improvement of transportation facilities.

The Government should ascertain the reason for the proposed issue before authorizing it.

Past the Billion.

THE United States exported manufactured goods valued at $1,021,753,918 during the fiscal year 1912, according to the Bureau of Statistics at Washington D.C. This amount represents 47 per cent of the total exports, which were valued at $2,204,222,088.

Ten years ago, 33½ per cent. of the exports were manufactured goods, while twenty years ago the ratio was only 18 per cent. This is explained by a fact which also throws light upon the increased cost of living. There has been a gradual but steady movement of the population to cities and towns, involving a decrease in the export of foodstuffs, which constitute only 20 per cent. of the whole now, compared with 38 per cent. in 1902 and 50 per cent. in 1892.

Of the manufactured goods exported, those ready for consumption were valued at $674,302,903, and those ready for use in further manufacturing at $347,451,015. In 1902, these figures were: exported manufactures ready for consumption, $322,000,000; ready for use in further manufacturing, $132,000,000, making a total of $454,000,000. Thus, the export trade of the United States in manufactured goods has increased 125 per cent. during the last ten years. It is double that of 1903, four times that of 1896, five times that of 1894, and ten times that of 1876.

The exported manufactures of iron and steel amounted to $268,000,000, compared with $92,000,000 in 1902, and $29,000,000 in 1892. Machinery alone was valued at $115,000,000, agricultural implements at $35,500,000, and automobiles at $28,000,000.

This is a wonderful record in manufacturing. It is a vindication of the policy of Protection, which has enabled industry to be developed and organized in order to compete with foreigners. At the same time the home market has been retained.

Alexander Hamilton, the father of the United States commercial policy which resulted in this phenomenal development of manufacturing, said: "Not only the wealth, but the independence and security of a country appear to be materially connected with the prosperity of manufacturers. Every nation, with a view to those great objects, ought to endeavor to possess within itself all the essentials of national supply. These comprise the means of subsistence, habitation, clothing and defence."

Time has surely proved the truth of his statements.

What lessons can Canada learn from the growth of manufacturing in the United States? First, she can adhere to Protection. Secondly, she can retain the anti-dumping clause in the Canadian Customs tariff, which prevents foreign goods being sold in Canada at less than the market price where they are produced. Thirdly, she can endeavor to manufacture at home the goods now purchased from the United States. And fourthly, she can make provision for her great export trade of the future, which will develop as surely and probably as rapidly as that of the United States.

New Westminster's Harbor.

THE City of New Westminster, B.C., is improving its harbor at a preliminary cost of $500,000, and is placing it under the control of a commission similar to that of Montreal. The growth and enterprise of the Pacific ports has been one of the most remarkable features of Canadian development. When Calgary, Edmonton and other inland cities become manufacturing centres they will stimulate the ocean cities to even greater activity.

The Harvest.

AUGUST is the harvest month of Canada. It is the season of travail and toil for those who dwell on the land. The winds wander through the fields carrying the murmur of the ripening grain. Nature pours forth her richest harmonies and colors at the time when the yield of the earth's surface is reaching maturity. But the hot sun bronzes the worker into a living statue. His body aches as he strains in field and barn. As a man who staggers up a mountain under a burden is blind and deaf to the scenery beneath him, so the harvester has only eyes and ears for the giant with which he grapples. The struggle progresses in the valleys of the Maritime Provinces, where the grim Scotchmen cannily save the gleanings; in Quebec, where the Frenchman labors with his great family; in Ontario, where the young men are few;

and in the Great West, where the vast wheat fields run towards the setting sun.

Success to the harvester! May he tire not till the treasure is safe.

The Factories are Humming.

NINETEEN-TWELVE promises to set a high record in the history of manufactured goods in Canada. New factories are being erected and old factories are being enlarged. Staffs are increased and wage rolls are growing. If any industrial Diogenes ventures forth to find an unemployed skilled workman he will need a battleship's search light instead of the classic lantern. The dinner pail's contents keep the cover at a jaunty tilt. Cheer is in the workman's eye as the fat pay envelope seeks his pocket. Other men witness his good fortune and rejoice, because they know that many factories running at capacity helps to guarantee commercial stability and national prosperity.

Protectionist Newspaper Popular.

THE Winnipeg *Telegram* claims that its circulation has increased 800 per cent. since 1900. Everything seems to increase in the West—wheat, newspaper circulation, bank accounts and human happiness. As the *Telegram* is a Protectionist journal, its growth proves that western people are not straying far into the barren tracts of Free Trade journalism.

A Most Unfair Statement.

"SIR JOHN RANDALS, who won Manchester for the Protectionists, said no Government could stand for six months if it attempted to put such taxation on food as would make it dearer. There is something about Protection that seems to make every man dishonest who touches it. Sir John must know a tax on food would make it dearer. Yet he does not support or reject the tax, but leaves an equivocal statement. It would be a bad day for Britain if this dishonesty permeated her entire political fabric."

The above is taken from the Toronto *Globe* of August 20th. We are not concerned with the remarks of Sir John Randals, but we cannot pass the assertion, "there is something about Protection that seems to make every man dishonest who touches it." The writer says, in other words, that the majority of the citizens of such nations as Germany, France, United States and the British colonies, and a large minority of the inhabitants of the British Isles, are dishonest, and that they are dishonest, not through any inherent moral weakness, but because they believe in a fiscal policy which is opposed to his own. The statement is one of those foolish generalizations which cloud issues and distract attention from the truth. Why does not the writer go on and state dogmatically that all Calvinists are cheerful, or that all Free Traders are drunkards, or that all wooden legged men are pious?

This is a good example of the tendency in vague minded and voluble disputants to attack an opponent's principles when it is impossible to answer his arguments.



"To Hell With Treaties"

—From the New York World.

The Boat Builders of Hong Kong.

HONG KONG boat builders are snatching away orders for Canadian motor boats from United States manufacturers. A consular report says that ten motor launches in a series of thirty-one vessels have been completed for a Vancouver firm. Ocean freight rates and cheap labor give the Hong Kong manufacturers the advantage over United States (and Canadian) manufacturers. If these rejuvenated Chinamen master the intricate processes of American manufacturing, they may prove to be serious competitors in the industrial race.



Ottawa, the Capital of Canada. The Laurentian Mountains, the Ottawa River and the Interprovincial Bridge are in the background. On the right of the Rideau Canal Locks is the Chateau Laurier and G.T.R. Station, on the left are the Parliament Buildings.

The Convention at Ottawa

THE CAPITAL WELCOMES THE ASSOCIATION

In selecting Ottawa as the city in which the annual convention should be held this year, the Association made a wise choice. The Capital is not only a central point, convenient for Western and Eastern members, but also a city where they can enjoy a pleasant and profitable visit.

Ottawa has 19 Federal Government buildings, valued at $22,675,000, in which 5,000 people are employed, and distributes about $5,000,000 annually through payrolls—an asset which no other city in Canada enjoys.

Members of the Association should visit the Parliamentary Library, one of the finest collections of book on this continent. Other interesting buildings include the National Victoria Museum, National Art Gallery, Royal Mint, Royal Observatory, Government Archives, Government Fisheries Exhibit, the Public Library, and the Central Canadian Experimental Farm.

Industrial Considerations.

Ottawa claims to offer opportunities at the present time for the establishment of industries of various kinds, and particularly for the manufacture of the following:—Automobiles, boxes, bags, biscuits, barrels, bottles, clothing, cigars, confections, cereal foods, elevator and mill building machinery and materials, furniture, flour, gloves, oatmeal, paper, paperwares (and kindred products), pottery, roller mill products, rubber and felt goods, shirts and collars, shoes, steel castings, tiles, textiles, woodenwares and many other lines.

Certainly the city has advantages and economic facilities for the successful and profitable operation of industries of various kinds. Light costs 4c. per 100 sq. feet, per month, for the area lighted, and 3c. per k.w. for current consumed —including lamps and meter—less 10 per cent. 15 days. Hydro-Electric power can be secured as follows: Over 100 h.p. down to 1 to 5 h.p., $9.90 per h.p. to $22.50 per h.p. per annum, net, including meter and transformer, and delivered to consumer's motor.

The city consumes about 75,000 h.p., and has available over 25,000 h.p. when required—generated in the very heart of the city. Within 50 miles there is available, undeveloped, 1,000,000 hydraulic h.p., low water estimate.

Transportation Facilities.

Railways entering the city are the Grand Trunk, Canadian Pacific, Canadian Northern, and New York Central. In addition there are the following water lines: *Via* Rideau Canal to the St. Lawrence and the Great Lakes, Ottawa and St. Law-



Lumber and Paper Industries of Ottawa.

rence Rivers to the Great Lakes, Montreal, and the Atlantic seaboard.

Freight rates from Ottawa to the great markets of Western Canada are identically the same per class, per cwt., as rates from Toronto, Hamilton, London, Woodstock, Welland, Windsor, Walkerville, and other industrial centres of Ontario.

For wood-working, paper-making, and kindred industries, raw materials are available in the city and within easy access. All the following abound throughout the district: Ash, beech, basswood, birch, barite, corundum, clay (brick, tile and pottery), cedar, elm, granite, graphite, iron, hemlock, limestone, marble, marl, mica, maple, magnesite, peat, pine (red and white), poplar, phosphate, and water.

Industrial sites, with trackage, are available—suitable, convenient and comparatively cheap. Some sites in city limits, with fixed assessments for twenty years, with a variety of labor in the locality, await occupancy, at a nominal cost. Favorable labor conditions obtain in Ottawa, and nearly every class of labor is available, especially efficient female.

The authorities of Ottawa have determined to acknowledge in every possible way their appreciation of the presence of the manufacturers of Canada, and are assisting in the arrangement of a programme which cannot fail to delight all who participate in it.

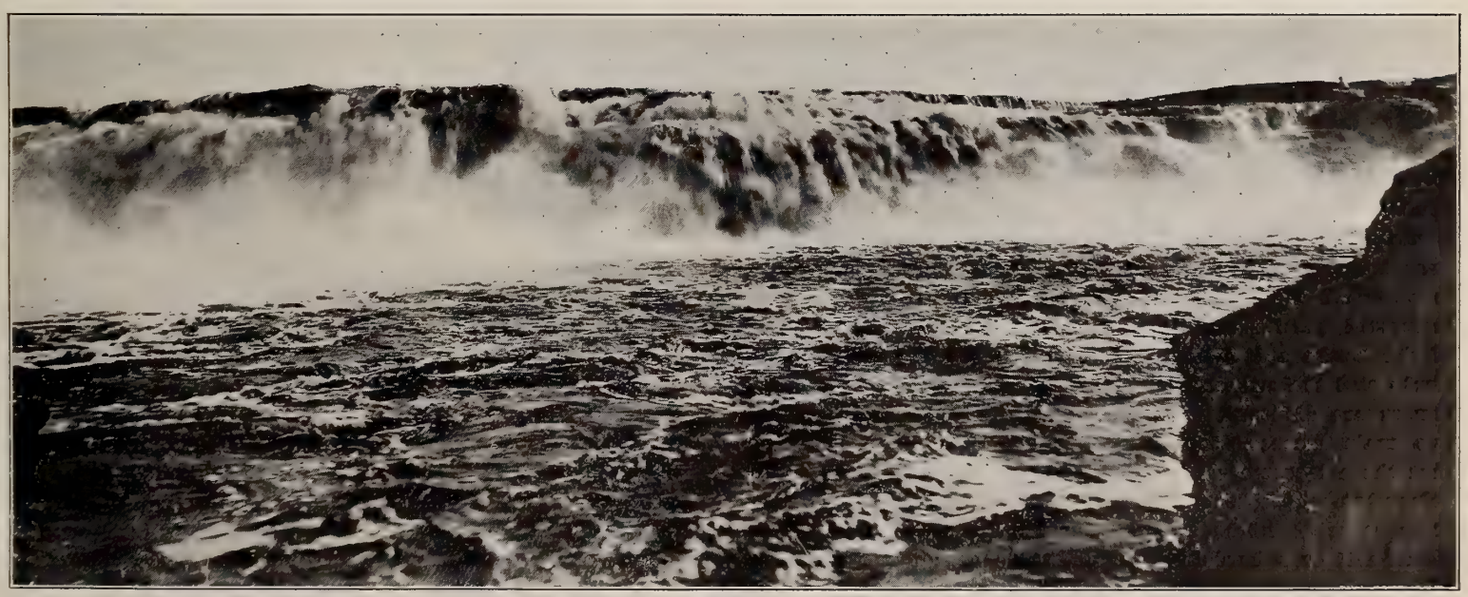
The railways have authorized a rate of single fare to all members attending the Convention. Members should buy a one-way ticket to Ottawa, asking the agent to give the standard convention certificate at the time of purchase. Upon reaching Ottawa this certificate should be presented at the registry office in the hotel, and return transportation will be given without any charge other than the 25c. fee for vising. Tickets will be on sale at all stations east of Port Arthur from Sept. 24th to 26th inclusive, good for return up to and including Oct. 1st. In the territory from the head of the lakes to the western boundary to Alta., tickets will be on sale from Sept. 18th to 22nd inclusive, valid for return up to Oct. 12th. In British Columbia tickets will be on sale from Sept. 16th to 20th inclusive, valid for return up to Oct. 24th.

The new G. T. R. hotel, the Chateau Laurier, has been selected as Convention headquarters, and is well adapted for the purpose, since it enables the Association to hold its business meetings, its reception and its banquet all under one roof. The Chateau and the other hotels of Ottawa are making preparations for the comfort and entertainment of the members.

The banquet takes place on the evening of the third day, when the business of the Convention is finished. Among those who have been invited to speak are: Rt. Hon. R. L. Borden, Prime Minister; Sir Wilfrid Laurier, leader of the Opposition; Hon. W. T. White, Minister of Finance; Hon. Geo. E. Foster, Minister of Trade and Commerce; Mr. C. A. McGrath, M.P.; and Mr. John Kirby, Jr., President of the National Association of Manufacturers of the United States.

The Entertainment Committee's programme will include a theatre party, drives and visits to local points of interest.

Try to break the Convention record for attendance and enthusiasm.



Chaudiere Falls in the heart of Ottawa, a source of cheap power.

MANUFACTURERS AND BANK MERGERS

By H. M. P. Eckardt

Large Manufacturers have Little Reason to Fear Bank Mergers—Can Get Loans Easier if They Can Furnish Collateral—Small, Struggling Manufacturer May be Embarrassed When the Merger Refuses his Personal Security.

PROBABLY the majority of Canadian business men are of the opinion that if the movement of the banks towards combination were to stop with the completion of the Royal-Traders' transaction, it could be said, reasonably enough, that the industrial, mercantile, and agricultural interests of the country have not sustained material injury from it. What disposes the business interests, and especially the borrowing classes, to oppose the absorptions, is the apprehension entertained by them than the era of consolidations will not end with the absorption of the Traders. It is generally believed that other important combinations are in process of adjustment, and that these again will be succeeded by further combinations until there are only four or five great banks in the whole country. Thus the press has been predicting that the Royal-Traders deal is merely preliminary to several others which will serve to combine the business of the Royal-Traders, Montreal and Union under single control. If that combination were effected a bank with assets of about $460,000,000 would be evolved. Then, no doubt, there would be plenty to believe that the Commerce would retort by absorbing the Merchants, Dominion and Imperial, thus creating a rival bank with about $450,000,000 of assets.

It is obvious that the uncertainty existing as to the lengths to which the combination movement will be carried stands in the way of an intelligent estimation of its results. For example, it is easy to see that if the movement of concentration were pushed persistently to the point at which there remained only two great banks possessing three-fifths of the total banking resources of the country, and half-a-dozen small banks apart from them, there must necessarily be great changes in the relations between banks and customers and in the attitude of the legislature towards banking. If, on the other hand, it is assumed that there will not be any wholesale movement of banking combination after the Royal-Traders deal is completed, and that the banks on the whole will preserve, in large measure, the relative positions held by them at completion of that absorption, then it is possible to take a more satisfactory survey of the field and perhaps to arrive at a more consoling estimate of the results. Even an inexpert observer may perceive that the banking combinations thus far concluded or arranged for have in them a mixture of good and ill for the general public; and it is very important that all interested parties should endeavor to ascertain which predominates—the good or the evil. The interested parties are many and varied. The stockholders of the banks are deeply interested; so are the officers and clerks and the customers. Then different classes of the customers are different. If the customers are divided into the two main classes—depositors and borrowers—one may see that there is some clash of interests. In other words, a development which benefited the depositors through increasing their security might be regarded by the borrowing classes as an evil or a hardship. Again, there are different classes of depositors and different classes of borrowers. Confining our attention for the present to the borrowers, because the manufacturers usually appear in the borrowing class, there are commercial borrowers and financial borrowers, large borrowers and small borrowers, corporation borrowers and individual borrowers, each class having its peculiar interests and particular point of view.

Do Mergers Assist Inter-Provincial Banking.

The other day the Toronto *Globe* published a communication signed "An Interested Banker," which stated some of the arguments in favor of the mergers. This communication says "A merger means combined, and probably increased capital, resulting in a better and a bigger basis for the bank's note circulation, a necessary factor for the removal of our crops. . . . . When the capitals and assets of big banks are combined, it enables them to finance big enterprises and thus advance our country's progress. Moreover the merchants benefit by combined capital, because it places the bank in a better position to give them the accommodation they require. Banking mergers bring merchants closer to their customers. The amalgamation of the Canadian Bank of Commerce with the Eastern Townships makes banking facilities much better between an Ontario merchants and his Quebec customer. The merger of the Traders with the Royal will bring the Ontario merchant into closer touch with his customer in the Maritime Provinces. It will do more than this; there will be the best banking facilities from the West Indies to the Maritime Province, through Ontario and the west right to the Pacific coast."

Although the writer of the communication refers specifically to the advantages which merchants will secure from the mergers, he might just as well have included manufacturers, as their interest in this respect are almost identical with the interests of the merchants. Now, with regard to certain amalgamations or absorptions one may easily see that the results would naturally be as claimed in this communication. Take the absorption of the United Empire by the Union as an illustration. The last named bank had not been making great headway. At the time of its absorption its paid-up capital was $582,231. Although its executive was presumably desirous of increasing the bank's capital all that could be accomplished was an increase of a paltry $140,000 in four years. And as regards the deposits of the public in Canada, the total stood at $1,706,000 when the bank was taken over at the end of February, 1911. This total represented practically no gain over the deposits held a year and a half prior to the absorption. Here there was clearly a lack of vigor or vitality. The bank could not apparently increase its power. When its branches and property fell into the possession of the Union its customers were benefited. The capital could be increased, because the public would subscribe more freely to an issue of Union Bank stock; and the deposits would be more susceptible of increase, because the absorbing bank was larger, older, and more firmly established. Thus its usefulness was increased. Those of its borrowers who were manufacturers in good credit should find their position improved,

inasmuch as they could command bigger advances, and they could have stronger assurance of being allowed to retain possession of the credits.

Lessons From Other Mergers.

This increase in the capacity to make advances was not so much in evidence at the absorption of the Eastern Townships by the Commerce. The Eastern Townships' capital had remained fixed at $3,000,000 since the end of November, 1907, but it has not been suggested that the bank was unable to put out more stock. I have no doubt that the executive could have issued successfully a half-million or a million of new capital, if an issue had been required to enable the bank to take up profitable new business. Still, even in this case, it should be said that after the bank was absorbed by the Commerce new capital could be secured with more facility. Before the merger the Eastern Townships had proved itself able to attract deposits in satisfactory fashion. Deposits of the public in Canada were: in November, 1907, $72,740,000; 1908, $13,630,000; 1909, $15,270,000; 1910, $16,850,000; 1911, $19,370,000. That shows a satisfactory growth; the bank's power and its usefulness were increasing rapidly while it retained its independence. It is well-known that the Eastern Townships had a number of fine manufacturing accounts; and so far as can be learned, it continued to meet their requirements in the most satisfactory manner.

In the case of the Traders also there had been no material increase of capital for some five years; and it appears that the merger would increase the bank's ability to put out stock. But the Traders' deposits had increased rapidly, as the following figures show: December, 1907, $21,930,000; 1908, $25,160,000; 1909, $29,314,000; 1910, $35,892,000; 1911, $39,515,000. One may question whether the merger will increase the power of the bank to attract deposits.

Floating Big Loans.

The point is made that combination enables the banks to finance big enterprises, and thus advance Canada's progress. It seems that the Bank of Montreal, the Bank of Commerce and the Royal are each of them now big enough to carry any enterprise that may be inaugurated. Some of the big manufacturing accounts are divided among two or three of the larger banks. The Dominion Iron and Steel Company, for example, is said to have borrowing relations with all three of the big banks just named. But if called upon to do so, any one of the three could probably take the whole account —that is, any one of them has funds enough to do so. It sometimes happens that a big manufacturing account is divided among two or more banks, because there are more than one bank considered entitled to participate in the profits yielded by the account. And sometimes it is the case that a big bank will have plenty of funds to take the whole of a manufacturing account of this kind, but the management will consider that it should not take the whole of the risk. Wherever that is the case it is not likely that the conditions will be changed if one of the banks carrying the account comes into possession of many millions of fresh assets through absorption of another bank.

On glancing through the list of banks reporting to Ottawa it would appear that there are now at least sixteen banks capable of carrying a large manufacturing account such as is usually required to confine its borrowings to one bank. Each one of those banks has its own peculiar policy. With every reduction in the number of these large banks the banking policy of the country tends more towards uniformity. A small bank's rules may in some cases be more flexible or elastic than the rules of a mammoth competitor. And the customer of the small bank may therefore have a better chance of having his peculiar circumstances allowed for. It almost seems as if great increase in size and in number of branches must have some tendency to introduce rigidity into the banking practice. At any rate that appears to be the tendency in England, where bank amalgamations have been much in vogue. Sir Felix Schuster, Governor of the Union of London and Smith's Bank, informed the sub-committee of the United States Monetary Commission that most of the advances of the large banks were secured by collateral as distinct from personal security. He said "The London banks take the place of the purely private banker, the man who dealt with his own money, and lent a great deal on personal security and nothing else. The joint stock institution has come in with more rigid rules; and they try to get security where they can, and they get it in most cases. I will not say that the general banking practice all over the Kingdom is to make no advance without security, and I could not say even in our own case there may not be some instances where there is no collateral, but they are an infinitesimally small proportion. The general practice is to get security."

When a bank has over 300 managers it is obviously impossible to allow the branches as much latitude as could be allowed them if there were but 50 or 60 managers whose capabilities and limitations were well understood at the head office.

Speaking generally, perhaps it would be safe to say that the big manufacturing concerns operated as limited liability companies have no reason to fear the movement towards banking concentration. In England these companies are required to furnish collateral security. That is the case also in Canada to some extent. But in Canada the banks are accustomed to lend to these companies on personal guarantees of their directors. The outlook for the smaller manufacturers is not so clear. Those of them who can measure up to the requirements of the large banks are clearly in the way to benefit as they can depend on getting ample lines of bank credits in normal times. For the manufacturer who is not in such strong position the mergers mean a decreasing number of banks to which he may turn in case his own bank declines to meet his requirements.

"INDUSTRY BUILDING."

John Stark and Company, Toronto, are issuing a series of small booklets on the subject, "Industry Building." These deal with the history and progress of some of the more important industries of Canada. They are carefully compiled and are well worth perusing.



John Bull.—"Which will you have, a bull pup or an interest in the old dog?"—Toronto News.



Club of Sante Fe, Isle of Pines. Notice the roadway. It is part of one of the roads built by the Government at a cost of nearly $10,000 a mile.

The Isle of Pines

BY W. A. CURRAN

Editor's Note.—Mr. Curran has just returned from a six months' visit to the Isle of Pines, Cuba, and other islands in the vicinity of the West Indies. Being a journalist, he took advantage of the opportunity to study trade conditions, and some of his observations are presented in this article.

ALTHOUGH the day may be distant when Canadian manufacturers will be able to supply their entire home market, they should anticipate the time when they will be forced to develop a great export trade. Instead of ruining each other by competing for orders at home, they should devote part of their attention to marketing a reasonable surplus abroad.

Canadian motors were shipped to New Zealand last year. Canadian machinery is finding buyers in Australia and Europe. In time "made-in-Canada" goods will be seen and asked for in all civilized countries.

Markets are, as a rule, made rather than found. So the manufacturers of this country must be on the alert for any indications that appear that may be taken for signs of a possible outlet for trade.

The completion of the Panama Canal next year opens up a promising field for traders. For a century the West Indies have been much out of the busy world. They have been just on the fringe of things. Under Spanish government development in the fertile Isle of Pines, Cuba and Porto Rico was strangled. The possibilities of these islands were quite unknown until after the Spanish-American war, and are, even as yet, very meagrely realized. However, the past decade has seen significant development. The completion of the canal will bring these islands into the direct line of one of the great trade routes.

The Island's History.

In perhaps none of the West Indies group will there be such development as in the Isle of Pines, that wonderful little island sixty miles south of the west end of Cuba. The early history of this island is so full of lore of pirate and buccaneer, that, in many respects, it coincides with Robert Louis Stevenson's "Treasure Island." In fact, many claim that the classic novel is founded on events which occurred within its boundaries. When the buccaneer had been chased from the seas, the Isle of Pines, on account of its salubrious, fever proof climate and its healing springs, was utilized by the Cuban government as a hospital station for the troops from Spain and from the garrison towns of Cuba. Up until the time of the Spanish-American war there had been practically no development.

After the war, some American gentlemen who were visiting the island found that there were many grape fruit trees growing wild. The fruit was of remarkably good quality. They immediately decided that where nature could do so much unaided, man could do more. They bought land and induced their friends to do likewise. To-day 99½ per cent. of the Isle of Pines is owned by Anglo-Saxons, who, even in this early stage of its development, are cleaning up as much as fourteen hundred dollars an acre off grape fruit. Alligator

pears, pine apples, strawberries, egg plant, peppers, oranges, and mangoes yield abundantly, and the product is of the highest quality. In the last few years there has been quite an influx of northerners, so that now, of the eight thousand people on the island, five thousand are from the northern zone. English schools, banks, churches, stores, and American currency make it a familiar settlement.

When one considers what the agricultural opportunities of this island are; with what a wonderfully healthful and pleasing climate it is blessed; what has already been done and what the promises are for the future, it is impossible not to see what a great future awaits this locality. In ten years there will be ten times as many people as there are to-day, and they will be wealthy people with great buying power. Here, indeed, is a market that the Canadian manufacturer cannot afford to ignore.

Why Population Will Increase.

In support of the statement that there will be a great influx of northerners, I would point out that in the past five years the population has more than doubled; that the first settlers went there primarily for their health, as the island had not at that time proved itself from a financial standpoint; that the venturesome ones who put money into grape fruit seven or eight years ago are now reaping as high as four hundred per cent. on their investment; and that the island and its opportunities are becoming better known in the north.

In view of the previous paragraph it is unnecessary to show cause as to why the people will have great buying ability. They are Anglo-Saxon and they have money. The term Anglo-Saxon is sufficient warranty that progress and enterprise will mark the future of this island; also, incidentally, that Anglo-Saxon goods will be much used and favored there.

Even at its present stage of development the Isle of Pines uses many northern products. It is, in a small way, like our West. There is a large immigration and practically no manufactures. The people who have been there for a time are wealthy and can afford to buy high-class articles. Those who are going are also a good class of people, most of them with a fair share of this world's goods. Their demands run from spades to ice cream freezers, from cured ham to bon-bons. They need everything that a well-regulated northern housekeeper needs, excepting cloth-bound furniture and snow shovels.

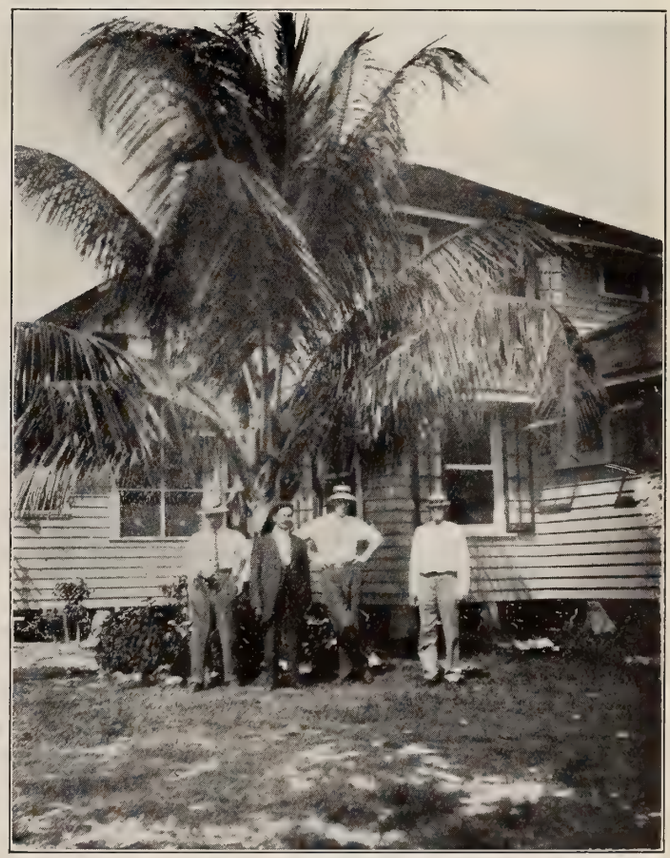
What Canada Can Sell.

To begin with, they will need land-clearing machinery. One can't chop down a pine tree or palmetta with a pruning fork. Axes and saws find a splendid market there. Building is progressing steadily, so the hardware man has a market for hammers and nails, planes, saws, locks, and other metal goods that are used in building a house. In some of the larger houses the plumbing requires considerable money. There is a brisk demand for bath room fixtures which is rapidly increasing. In regard to orchard paraphernalia, spraying apparatus, garden cultivators, etc., Canadian manufacturers have not, so far, successfully competed with the United States.

In regard to plows, harrows, discs and implements of that class, there is a splendid field, and for those cities which are situated so as to have the advantage of an all-water freight route, prospects are splendid.



Isle of Pines scenery. The trees in the foreground are royal palms.



Cocoanut Palm, Isle of Pines.

Canadian wagons, although not in general use, have a good reputation there, and with a little advertising should get a large percentage of the trade. This island is closer to Toronto than Saskatoon—not at the other end of the world, as one is apt to imagine. We ship buggies all the way to the Pacific coast, and pay the heavy rail freight rates. We can ship buggies, for which there is a good demand, to the Isle of Pines for a fraction of that cost. Here is a rather illuminating fact. A certain condensed milk company manufactures in the United States and Canada. A gentleman from Ontario called my attention to the fact while at the Isle of Pines, that we were using Ontario condensed cream. Whether or not this indicates that this company can manufacture in Canada and ship to the Isle of Pines cheaper than they can in Uncle Sam's domains, I am not competent to say. It is significant, however, of what Canadian manufacturers can do. There is a large market for condensed milks and creams, and there is no reason why the Canadian factories, which manufacture a particularly fine grade of cream, should not monopolize it. Canned fruits, meats, beans, etc., also find a ready sale there.

The hardware men must supply the fittings of the

kitchen. Stoves, pans, pots, and all those things which the good cook must have at her elbow, and pay tribute to the hardware dealers. Paints do also, although in this line there is a pretty keen competition. Wire screening



Residence, Isle of Pines. The owner has fifty acres in grape fruit.

is generally used instead of glass in windows and doors. Certain kinds of wooden-ware are imported, and even one shipment of Canadian shingles were sent down; also saw mill machinery, and almost everything that one requires up here.

There is one milling company in Toronto that depends on the West Indies to take almost their entire output. In fact, their mill in Toronto was built expressly for that market. There are a few things they can't grow in the Isle of Pines. One is wheat, and another is oats. Canada garners her toll from both. Canadian oats have a great reputation. They used to import our potatoes, too, but they have recently discovered that they can grow better potatoes than we can.

The Canadian farmer, however, has no cause to complain, as the southern islander is a good customer in dairy products, and uses many bushels of our white beans. The opening of the Panama Canal will make it possible for the canners of British Columbia to get into the West Indies market on a favorable footing.

Then there are the candy manufacturers. The Isle of Pines inhabitants, like most southerners, love high class candy and eat a great deal of it. Sugar is, as a rule, cheaper in Canada than in the States. For Maritime Province concerns the shipping facilities are excellent. For every line manufactured in this country there is a fair market in the West Indies. Shipping facilities were for a long time lacking, but that deficiency is being rapidly eliminated. They can not produce the wares that we manufacture, and have to import from somewhere. Why not from Canada? In return they ship us things that we cannot produce. Grape fruit, oranges, alligator pears, pine apples, egg plant, peppers, tobacco, coffee, sugar, binder-twine, fibre and so forth, are exceedingly welcome imports.

It has been said by one of the greatest Canadian magnates that Cuba will share the twentieth century with Canada; the greatest development will be seen in these two sections of the continent. If this is true of Cuba, it is much as true of the Isle of Pines. This island stands to Cuba as Japan to China. The soil of the Isle of Pines is more generally suitable for grape fruit, alligator pears, pine apples and winter vegetables, which are the best paying tropical and semi-tropical products. The Isle of Pines is five-eighths Anglo-Saxon; Cuba is probably less than one per cent white. The smaller island was for centuries the health resort of Cuba because it was cooler and free from plague and fevers; and on account of its mineral springs. The Isle of Pines was never really settled until a few years ago, and, consequently, as is the case in our West, land is cheap. For instance, land that would cost $500 an acre on Porto Rico, five days from New York, can be bought for $75 an acre on the Isle of Pines, three days from New York. In Porto Rico blacks run the government. On neither island are there venomous snakes or wild animals.

The next decade will see wonderful changes in these islands of the Caribbean Sea, and there is no reason why Canadians should not benefit by them.

TOWN PLANNING.

The spirit of town planning which has worked such wonders in the United Kingdom and in Continental Europe is at last becoming acclimatized in the North American Continent. Hitherto, of course, the American city—like Topsy—has "just growed," but no less than seventy cities and towns in the United States have had the courage and enterprise to undertake the betterment of these conditions. There are, for instance, the comprehensive plans for the improvement of Washington, D.C., the constant additions to the great park system of Boston, the projected far-reaching improvements in New York, and the elaborate playground system of Chicago. St. Louis is planning improvements which will cost in the neighborhood of $25,000,000. Dignified approaches are to be built to the State Capitols of Minnesota and Wisconsin, and a group plan which has been adopted for the public buildings of Cleveland, Ohio, will cost about $15,000,000. Then New Haven has planned for a similar civic group to cost $7,000,000. Greater Baltimore is elaborating a fine park system. Providence, R.I., is inaugurating a well-planned metropolitan scheme. Philadelphia is constructing a wide and handsome parkway through a built-up section at the cost of $6,000,000 or more. In Kansas City, in Buffalo, in Detroit, in Springfield, Mass., schemes of improvement have been undertaken. Cincinnati has adopted an extensive and general improvement plan. Denver, San Diego, Milwaukee, Madison, La Crosse, and Wilmington, Del., all are engaged in schemes of beatification and reconstruction of greater or less extent.

In the South, Columbia and Greenville are vieing with Chattanooga and Savannah in planning and executing improvements. Harrisburg, Pa., is spending $1,000,000 in bettering her civic conditions. Hartford, Conn., has a permanent improvement commission. The smaller cities in New York State, like Jamestown, Ogdensburg, Utica and Watertown, are



Spanish laurel tree, Isle of Pines. Its spread is 120 feet in diameter.

awakening to ideals of civic beauty. Altogether, it is calculated, that about $100,000,000 is in the course of expenditure upon various schemes of civic planning and improvement.—*Montreal Witness.*

HEALTH AND BAKING POWDERS

By Dr. A. McGill, F.R.S.C.
Chief Analyst Dominion Government

THE question whether or not any mixture of salts capable of producing carbonic acid gas for leavening purposes, during the process of baking, is entirely harmless to health, cannot be looked upon as finally settled. All such mixtures necessarily leave a residual something in the bread, which cannot be regarded as having food value, which usually has more or less well defined purgative properties, and which may have distinctly inhibitive action upon the digestive functions. We might live more comfortably and longer had we no such thing as a baking powder, and used yeast only as a leaven.

There is acknowledged convenience in the use of baking powders. These have evidently been suggested by the fact that the lactic acid of sour milk employed along with bicarbonate of soda, makes an excellent substitute for yeast, so far as leavening effect is concerned. Bicarbonate of soda (baking soda) and soured milk have been long in use in household baking; and the lactate of soda left in the bread is generally believed to be harmless to health, although known to have slightly purgative properties. The practical difficulty is the proper proportioning of the soda to the milk, since this may vary in degree of sourness through a wide range.

Tartaric acid, used either in the free state, or as cream of tartar, has long been employed to replace the lactic acid of sour milk. It has the advantage of being a solid, non-hygroscopic and capable of being accurately adjusted to the soda. It is an organic acid, and therefore comparable to lactic acid; and is commercially obtainable in great purity. It may be used either as the free acid, or as the acid potassium salt (cream of tartar). In whatever form employed with baking soda, the residue in the bread (tartrate of soda, or the double tartrate of potash and soda, better known as Rochelle salt), is a gentle laxative, probably no more harmful in continued use than lactate of soda.

Lactic acid from milk and tartaric acid from the grape are natural food materials or components, and hence have a claim to recognition as not foreign to the human system; a conclusion which long usage has apparently corrobated, since there are no definite and established charges against these articles from a hygienic standpoint. The same cannot be said of the numerous acid substances which, in recent years, have more or less taken the place of tartaric acid. The chief of these are desiccated alum, bisulphate of potash and superphosphate of lime or soda.

These Are Not Food.

For none of these can it be claimed that they are natural constituents of food. The last named is not identical with the phosphate of lime found in the bones; and the residue left in the bread is a mixture of neutral phosphate of lime (the same as in bones) with phosphate of soda. This last is a mild purgative and possibly no more harmful to health than lactate of soda or Rochelle salts. Assuming this to be true, a straight phosphate baking powder, *i.e.*, one made from bicarbonate of soda and acid phosphate of lime or soda, or both, is probably as little objectionable as any baking powder can be. Owing, however, to the natural hygroscopicity of the acid phosphates named, these powders do not keep well; and for this reason, have been found wanting from the commercial point of view.

Bi-sulphate of potash baking powders leave sulphate of soda, a drastic purgative, better known as Glauber salts, in the bread, along with sulphate of potash, which is also purgative. These salts are also bitter to the taste; and the class of powder in question has never been a favorite.

Alum (dried and powdered) makes an effective baking powder. It leaves alumina, an insoluble and inert substance, in the bread, together with Glauber salt. These straight alum powders are still found on the market; but are generally believed to be injurious to health, and undesirable, as well as unnecessary

Desiccated alum enters but slowly into combination with baking soda, even when plenty of water is present. Under the conditions of dough-making it has been conclusively shown that more or less of the alum remains unaltered, giving a sour taste to the bread, and exerting a harmful influence upon stomach digestion. There can be no doubt that the straight alum powder is unwholesome, and will be prohibited if not already placed under the ban.

When alum and acid phosphate of lime are used together in a baking powder (so-called alum phosphate powders), it is claimed that the residues are phosphate of alumina (an insoluble and possibly a harmless salt) and sulphate and phosphate of soda—the first a drastic—the second a gentle purgative. It is true that in a theoretically perfect mixture, with theoretically perfect baking and cooking, the above reactions might occur. It is, however, well established, that under ordinary conditions they do not occur in completeness; but that free alumina (or hydrate of alumina) or undecomposed alum, remain in the bread. These powders, however, keep well; are very efficient leaveners and are cheap to manufacture. They are probably more largely used in America than any other class of baking powders.

Locating Alum.

Here may be mentioned the matter of recognizing sodium, aluminium sulphate as alum. Chemically and physiologically the double sulphate of alumina and soda is just as much an alum as are the double sulphates of alumina and potash—or alumina and ammonia. The claim that the soda salt should not be regarded as legally an alum had its basis in a mere quibble, which sought to secure the extended use of soda alum, without carrying the opprobrium attached to the word alum. No better instance of the callousness of business interests in their relation to the health of the people could be found. Fourteen States of the American Union recognize sodium and aluminium sulphate as alum, and require its presence to be declared. Thirty nine States do not require this article to be called alum.

I think that there can be no doubt regarding the use of baking powders containing mineral acids. Their harmfulness to health may be so slight as to make it worth while to pay the price we do for the sake of the convenience afforded by the use of these baking powders. They are not foods, and even as auxiliaries to foods, we could do without them. It may be assumed that we are willing to pay reasonably for every comfort and luxury of life. Let us, however, see to it that we pay intelligently. Let us weigh the cost against the advantage obtained, and seek to do this in the light of all the knowledge of fact available.

One other aspect of this question must be mentioned. All baking powders are in their nature perishable, *i.e.*, the recreation between acid and baking soda, which give them characteristic values, are slowly progressing even while the article is upon the shelves of the purveyor. Under the best conditions, a good baking powder in the fresh state, is capable of yielding about 13 to 14 per cent. of its weight of carbonic

acid gas. If kept too long, it may, even under good conditions of packing, etc., so deteriorate as to be capable of yielding less than half of this amount. The housewife expects a certain result from the article she buys; and has a right to do so. It is then evident that an article should become legally unsaleable as a baking powder when it had so deteriorated in gas producing power, as no longer to be able to take the place of and do the work of a normal bread raiser. It is suggested that the minimum limit for available gas should be set at 9 or 10 per cent. of the weight of the powder. The State of Florida, and I believe some other States of the Union, require 10 per cent. of gas.

ELM LEADS.

But Its Use is Declining in Canadian Cooperage.

Although elm still leads among the woods used for slack cooperage, spruce is rapidly supplanting it. In the total output of barrels in the Dominion last year, there were used, according to figures compiled by the Forestry Branch of the Department of the Interior, 80,016,000 pieces of elm, in staves, headings and hoops, as against 37,704,000 pieces of spruce. There were, however, over 11,000,000 more spruce staves, and 9,000,000 fewer elm staves reported for 1911 than for 1910. In time, elm will probably be used only for hoops, as it is the best wood for the purpose, the supply is fast diminishing, and other species can be used to advantage for staves and headings. The ultimate substitute for elm will probably be birch, which is comparatively plentiful.

Slack cooperage is of vastly greater importance than tight cooperage in Canada. This is because the majority of Canadian products are of a rough and dry nature, such as lime, potatoes, apples, dry fish, flour, cereals, etc., and because Canadian woods are best suited to slack cooperage.

White oak, the only wood which can be used for containers of alcoholic liquids, has been practically exhausted in Canadian woodlands. In 1911 only 2,768,000 oak staves were cut, while 7,293,000 were imported.

A rough estimate on the part of the Forestry Branch places the minimum amount of material used in the manufacture of all classes of cooperage as 62,353,190 board feet, made up as follows: staves, 29,367,714 feet; heading, 24,466,666 feet, and hoops, 62,353,190 feet.



Better do this on election day than vote for Free Trade.—American Economist.

THE CANADIAN ANNUAL REVIEW.

The Canadian Annual Review for 1911, which is published by the Annual Review Publishing Co., Ltd., and edited by Mr. J. Castell Hopkins, is just off the press. It contains 672 pages of interesting reading, illustrated by photographs of prominent Canadians. One of the most instructive articles is a history of Reciprocity, which gives a complete record of the progress to disaster of that ill-starred agreement. The chapter dealing with industrial conditions contains considerable information for manufacturers. The book is written in readable style, a distinct merit in a volume saturated with statistics.

OPPORTUNITIES IN NEW ZEALAND.

New Zealand imports nearly $1,000,000 worth of boots and shoes a year. For the fiscal year ended March 31, 1912, Canada supplied only about $25,000 worth, although they are susceptible to the preferential tariff. Gum boots to the value of $55,000 were imported for the same period, and Canada supplied about $20,000 worth. These articles are free.

The importations of iron bars, bolts and rods approximate $1,000,000 a year, and these goods enjoy a preference of 20 per cent. *ad val.* More than $1,000,000 worth of pipes and fittings a year are imported, and Canada secured only $25,000 of the business, with a preference of 20 per cent. Of iron-galvanized and corrugated sheets—the importations in a year amount to $1,750,000, and of plain sheets $275,000 worth. Upon the former there is a preference of 4 4-5 per cwt., and on the latter 3¾d. per cwt.

SITES FOR INDUSTRIES.

A committee of the St. John Board of Trade has submitted three suggestions with regard to the proposed reclamation of ninety acres of land from the tide at the extreme south end of the city to be used as sites for large industries. One suggestion is that the city and the Dominion Government might unite to do the work, which would gve the Government an additional wharf frontage of 1,500 feet. The second suggestion is that the city undertakes the work, and the third is that private interests be permitted to carry out the work as a speculative enterprise. One estimate of the cost is $1,250,000, but engineers will go into the matter more carefully, as this estimate is regarded by some as too high. The Norton Griffiths Company are mentioned as one concern which would be willing to take up the work as a private enterprise, filling in the reclaimed area with material dredged from Courtenay Bay.



The Elevators of a Western Town

Elevators in the Canadian West

BY E. CORA HIND

HAD the early builders of the Canadian West been gifted with "the seer's vision and prophet's tongue of flame," many of the trials and tribulations which have come upon the farmers in the marketing of their grain might have been spared. It is always easy to be wise after the fact, just as politicians have since grown eloquent over the iniquity of 25,000,000 acres of the best land in Canada being given as a bonus to the Canadian Pacific Railway for building a road, regardless of the fact that at the time the grant was made no one else would build either for love or money. Had everyone been as wise thirty years ago as they are now about the West, people would have been saved a great deal of time, trouble and expense. But conditions as they are, not as they might have been, have to be dealt with.

It seems strange now that the Government of those early days did not insist that the Railways, as common carriers, should provide storage for wheat, just as they provided for implements, binder twine, stoves or groceries; and had this been done the elevator question would never have arisen. What happened, however, was that the Canadian Pacific Railway was built at very great expense through a country about the agricultural prospects of which little was known and very much was feared. Because it was a prairie country primitive cultivation was a simple matter. All that was necessary was a yoke of oxen, a team of horses, a plow, a harrow and a few bags of seed. Land was cheap, and settlement flocked in. It was much easier for the farmers in the new country to raise two, three, four, five, or six hundred acres of wheat than it was for them to provide storage for it. Many of them had bought railway land. They had been induced to come West by the railway, and naturally looked to it for assistance. The railway company had troubles enough of its own, and sought to shift the burden by offering free sites to companies or individuals willing to erect elevators, and guaranteeing that where such an elevator was erected the farmer should be compelled to ship their grain through it. This arrangement was not long in operation before trouble began. It put the farmer entirely at the mercy of the elevator companies, and perhaps not unnaturally they proceeded to make the most of their opportunity. Conditions grew steadily worse, and complaints were so long and so loud that the Dominion Government finally, in 1898, appointed a Commission to inquire into the whole matter.

Work of the Commission.

This Commission, which had as its chairman the late Judge Senkler, held meetings throughout the West, and received a large amount of evidence, much of which was incoherent and irrelevant, but from which it was quite possible

to see that the farmers had very serious grievances against the then existing system of interior elevators. The result of this Commission was the Manitoba Grain Act of 1900, which remedied some of the most serious of the farmers' grievances, and which has since formed the basis of legislation along these lines.

It did not, however, go far enough, and amendments were very soon in order. In 1903 the Grain Growers' Associations of Saskatchewan and Manitoba were formed, and in the same year they asked the Government for an amendment permitting the loading of grain directly into cars and for legislation to compel the railway companies to establish loading platforms wherever the same were necessary.

In 1906, at the solicitation of the Grain Growers Association, a second Commission was appointed, which was known as the Royal Grain Commission. There were three members of this Commission, and the chairman and one other were the choice of the Grain Growers' Associations. This Commission began its sittings in the September of 1906 and continued them through 1907, and early in January of 1908 it brought in a very elaborate report, which, however, was not directly adverse to the existing elevator system, though it asked for many improvements in the general handling of the grain trade, principally for improvements in the car distribution, and for the Government control and operation of terminal elevators.

Prior to the sitting of this Commission, however, the Grain Growers' Association had asked the various provincial Governments for Government-owned interior elevators, and finally, in June of 1907, a conference was held at Winnipeg, which was attended by 200 delegates, and at this a resolution was passed strongly urging the Government of Manitoba to take over the interior system by purchase and operate it. Nothing further was done, though the Grain Growers' Association kept the agitation going, and finally, in November of 1908, a conference was held at Regina between the Premiers of the three Provinces and the representatives of the farmers' associations of the three Provinces also. At this conference Premier Roblin, of Manitoba, showed himself very strongly adverse to the scheme, and nothing apparently come of this conference other than a request from the Manitoba Government to the Dominion Government for extreme powers to enable them to obtain a monopoly of the elevator systems should they decide to establish Government elevators. From this point onward it will be necessary to deal with the Provinces of Manitoba and Saskatchewan entirely separately.

Manitoba and Elevators.

In the January of 1909, when the Provincial Legislature of Manitoba was in session, Premier Roblin declared that his Government had no power to undertake the ownership and operation of an elevator system. The farmers were so disgusted with the outcome of their various conferences with the Provincial Government that the annual meeting of the Grain Growers' Association was called for December of 1909, fully six weeks earlier than usual, and while this meeting was in session in the town of Brandon, and passing strong resolutions which confirmed their belief in Government-owned elevators, Premier Roblin sent a member of his cabinet, the Hon. R. G. Caldwell, to announce that he would undertake at the coming session of the Legislature in January of 1910 to introduce a bill providing for the Government ownership of elevators in Manitoba, and their operation by a Commission. This startling change of front was attributed to a by-election which had been held a short time previously, and in which the Grain Growers' candidate had whipped the Government candidate out of his boots. Be that as it may, the announcement was made and later the Act was passed. A large appropriation was made, the Commission was appointed, and here it might be said that the Government wholly disregarded the suggestion of the Grain Growers' Association in the composition of that Commission.

The purchase of elevators began and was carried on for a number of months. First of all the purchases were made by the Commission, and the prices paid were fairly reasonable. Later the system of purchase by arbitration was adopted, and the prices from that time onward were, strange to relate, very much higher. The system followed was, where the farmers of the district desired the Government to purchase the elevators at a given point they were furnished with petition blanks and secured a given number of names asking for the purchase by the Government of the elevator at that point. There were in Manitoba many elevators which had ceased to be profitable to the elevator companies, through the building of cross railroads and the division of territory formerly tributary to such points. It was a matter of common knowledge that in many instances the petitions for the purchase by the Government of these elevators were circulated by men in the employ of the elevator companies, and the prices ranged from 18 to 23 cents per bushel capacity, while the elevators which had been purchased originally by the Commission without arbitration had only averaged 12.24 cents per bushel.

Operated at a Loss.

However, the Commission got, in all, about 160 elevators that year and operated them during the crop season of 1910 and 1911 at a loss of over $100,000; and then in the spring of the present year the Government announced their intention of either leasing or selling these elevators, as they could not afford to carry them on by the Commission any longer. After months of negotiation, on the 17th of July of the present year, the elevators were leased to the Grain Growers' Grain Company, an organization devoted to the handling of farmers' grain and an outgrowth of the Grain Growers' Association. The lease price which the Company is to pay is $66,000 a year. This represents 4 per cent. interest on the money invested, and leaves 2 per cent. for insurance and repairs, as the Government is obliged to keep the elevators insured and in good repair and operating condition. From this rental there will be absolutely nothing to form a sinking fund for the redemption of the bonds when they fall due.

In making the announcement that the Government would have to abandon the elevator scheme, Premier Roblin laid the whole blame of the unsuccessful operation of the elevators on the farmers, declaring that, having asked for Government elevators, they had later refused to patronize them. When the actual time of leasing the elevators came, however, a very curious fact developed. It was that, while the whole elevator scheme had failed dismally, the actual operating of the elevators had been a success, as out of the crop of 1911 the Government elevators of Manitoba had handled close upon 9,000,000 bushels of grain, in many instances 50 per cent. more than had been handled for some years when these houses were in the hands of the line elevators. They had been able to do this in spite of the fact that at very many points they had no buyers, and at a number of points where they had three and four houses only one had been kept open.

This statement of the amount handled is official and can be verified from the record in the office of the Warehouse Commissioner at Winnipeg. The failure of the scheme, therefore, is no blow at Government ownership, which it is frequently cited as being, because this scheme was never in any true sense a test of Government ownership. The Commission had not a free hand in the buying of the elevators, and they were not free from Government interference at any time during the two

years they were in operation. The salaries paid the members of the Commission were exorbitant, and the whole scheme was carried on in the most extravagant manner possible. The few elevators which were erected by the Commission on plans approved by the Grain Growers' Association cost exorbitantly. In fact, to the casual layman looking on from the outside, it would seem as if it had been the fixed determination of Premier Roblin, while granting the request of the farmers, to send "leanness into their souls."

Declined American Offer.

It is of interest, also, to know that at the time of leasing the Government had another offer for the elevators of $75,000 per year. This was made by a group of American capitalists, and it is at least a matter of thankfulness that this offer, while it would have provided a small surplus over and above interest, insurance and repair charges, was declined. At very many points the Government purchased all the elevators, thus creating the monopoly, and this monopoly, of course, would pass to the lessees of the elevators. While the leasing of these elevators by the Grain Growers' Grain Company is no doubt the best disposal that could be made of the matter as it now stands, the farmers of Manitoba have very serious cause of complaint against the Government, as, instead of having a system of elevators which, according to the understanding between the Government and the Grain Growers' Association, were to be remodelled with a view to special binning and many other improvements, they have, after two years, the same old elevators, which will be kept merely in operating repair, and the Province is saddled with $1,200,000 of debt for which there will be no return, and out of which the farmers will get practically no benefit.

The Government-owned elevators in Manitoba form a chapter in the history of the Province which it would be well were it possible to forget.

In Saskatchewan.

While matters were being thus mismanaged in Manitoba, Saskatchewan, the big, lusty brother to the West, was faring much better. The Grain Growers' Association of that Province was quite as ardently committed to the scheme of Government-owned elevators as was the sister Association in Manitoba. The Provincial Government, however, under Premier Scott, devised a very wise scheme of appointing a Commission to inquire into the whole matter and to suggest a scheme which would best meet the needs of the Province. The chairman of this Commission was Dr. Robert Magill, Professor of Political Economy in Dalhousie University, and a man who had already made a record in the settlement of the famous coal miners' strike in the Maritime Provinces. With him were associated George Langley, M.P.P., and Fred. W. Green, both prominent members of the Grain Growers' Association of Saskatchewan.

This Commission worked diligently through the greater part of the year 1910, and brought in a report to the Government of Saskatchewan in December of that year, in time for the meeting of the Grain Growers' Association in January of 1911, and for the next session of the Legislature. The recommendation of this Commission was not Government-owned elevators, but co-operative elevators owned by the farmers, but for the erection or purchase of which the Government would furnish 85 per cent. of the capital, and the farmers 15. This whole report was threshed out in the Grain Growers' Association. The debate lasted over nine hours, and while at the beginning a very large percentage of the 700 delegates present were still in favor of Government-owned elevators, by the time the discussion was finished, a motion to accept the report of the Commission and the suggestion of the Government was passed by so large a majority that the minority themselves suggested that the vote be made unanimous. The discussion came up again in the Legislature over the bill which was introduced, and which followed very closely the lines of the report of the Commission, but the bill passed, and the Saskatchewan Co-operative Elevator Company has been in existence now for over a year and a half.

How It Works.

It would be very interesting to give a full account of how this scheme is to be worked, but this would take too much space, and, briefly as possible, the scheme is this:—



The first stage in the process of filling an elevator.

That before the Government would advance any money there must be 25 local companies organized. Each of these 25 companies would have subscribed for the total of the stock necessary to build an elevator of, say, thirty thousand bushels capacity, and this elevator would be at a point where there would be at least 6,000 acres of cultivated land tributary. All the shareholders must be farmers and no shareholder could have more than ten shares. While the whole of the capital is to be subscribed at once, only 15 per cent. of it is required to be paid in order to secure from the Government the loan of the other 85 per cent. of the necessary capital. After becoming a shareholder in one of these locals the farmer is not obliged to pledge himself to market his grain through that elevator, and neither does he become responsible for anything beyond the actual number of shares that he subscribes for.

The Act provides that the money loaned by the Government is only for the erection of elevators; that if the company, as it has the power to do, wishes to engage in co-operative handling of anything which pertains to the production of grain,

such as coal, gasoline, binder twine or lumber, the money for this may be borrowed from a bank on the security of part of the 85 per cent. of the stock that is not paid up; or it may be secured on grain which the company may buy, or the company may mortgage any real estate or personal property it acquires. The Government neither gives nor loans the company any money with which to buy grain or carry on any other line of business. It merely makes the loan for the purpose of the erection of elevators, and takes for its security a first mortgage on the elevator and other property of the elevator at the point, and has a claim on some portion of the subscribed stock not paid up. The amount loaned each elevator is repayable in twenty equal annual instalments of principal and interest, but the first of these payments will not become due for nearly two years after the elevator is built.

The business of this company is managed by a board of directors, and this board is elected by an annual meeting which may and should consist of three delegates from every local company organized in the Province. The directors, in order to preserve continuity, are elected for three, two and one year, and the nine directors will carry on the business of the company, but each local has a board of its own to which certain powers and duties are assigned. The profits from the business are not pooled, but each local will receive its share in accordance with the business that is done by the company at its own local elevator. No successful elevator will be made responsible for the failure of one which is not properly operated. There is much more in the scheme that is of interest, but this is sufficient to give a general idea of the working.

The Company's Activity.

The Company in the first year of its existence succeeded in erecting a large number of elevators, and all that were finished in time for the crop of 1911 were successful. It was decided that it would be better for the company to do its own construction, and a construction department was therefore organized, and this season is erecting nearly 100 elevators in Saskatchewan. The purchase of the material in enormous quantities has materially reduced the cost.

The scheme is too new to pronounce upon finally, but it certainly has made a splendid record for the time it has been in existence, and so good a record, in fact, that the farmers of Alberta are now moving in the direction of establishing the same system in that Province, and no doubt it will be done in the coming year.

The successful operation of this co-operation elevator scheme in all probability will not only practically eliminate the profits of the middleman in the marketing of their grain, but also in the marketing of their live stock and other farm products and the purchase of practically all the necessaries for carrying on their business. This, briefly, is the history of the interior elevators in the Western Provinces.

In the matter of terminal elevators the western farmers have not been quite so successful, but here also progress has been made, and while the Government at Ottawa has not lived up fully to its pre-election pledge of Government-owned terminals, it has, through the board of grain commissioners, undertaken the erection of the 3,000,000 bushel elevator at Fort William, and has, through that Commission, also assisted the Grain Growers' Grain Company in obtaining a lease of one of the largest terminals at the Lakes. When the Government elevator is completed, these two houses will provide nearly 5,000,000 bushels of independent public storage which will, no doubt, have a healthy check on any disposition which the privately owned terminal elevators may have to unduly exercise the mixing privilege which has been accorded them by the New Grain Act.

EXPERT WOODSMAN REPORTS ON FOREST CONDITIONS.

The timber of the Hudson Bay region (the southern part of the old district of Keewatin) is a topic that has lately become of considerable interest. Interesting observations with regard to it are found in the 1911 report of the Director of Forestry, published as part of the annual report of the Department of the Interior for 1911. These are in continuation of the report on the timber along the proposed line of the Hudson Bay railway, published as Bulletin No. 17 of the Forestry Branch.

Mr. J. T. Blackford, an experienced woodsman, acquainted with conditions in the north, reports on the conditions of the forest around Oxford House, his explorations covering some 5,400 square miles of country. Of this only about 1,600 square miles bears merchantable timber; on the remaining 3,800 miles the timber has been burned. There is abundant evidence that the whole country was originally forested with spruce, tamarack, jack pine, balsam fir, birch and poplar, and on islands which have by the position been protected from fire are dense stands of trees two to three feet in diameter.

The areas, after the first burning, have usually been covered with dense growth of trees, but the debris left after the first almost invites a second fire. In many places fire has swept the country many times, impoverishing the soil, destroying all seed-trees, and with them all hope of a second forest. "During the summer," the report states, "Mr. Blackford found no commercial timber of any quantity, but he states that, except for fire, the country would be covered with timber two or three feet in diameter."



The Free Trade nominee is explaining to the manufacturer how the Tariff and cost of living is to be reduced without lowering prices of labor or labor's products. The wage-earner wonders how that can be done without reducing the contents of the pay envelope.—American Economist.

CAR SUPPLY.

C.M.A. Anxious to Help to Move Western Crops.

That the Canadian manufacturers are endeavoring to do every thing in their power to help the western farmers to ge their grain moved is indicated by the following circular, which has been recently issued by Mr. J. E. Walsh, Manager of the Transportation Department:

"Notwithstanding the fact that the railways are adding materially to their equipment and terminals, the indications are that the car shortage and congestion at terminals is going to be worse this fall than for some years past. This statement is based on the car surplus and shortage figures of the American Railway Association.

"Upon the ability of the railways to move the crops promptly will depend to a great extent the business welfare of the country. Everybody can help by facilitating the movement of any cars he consigns or receives, viz., by loading and unloading as expeditiously as possible. Every time the loading or unloading of a car is needlessly delayed the available supply of cars is correspondingly reduced. If a shipper by his own act reduces the available supply of cars, he cannot very well complain of a shortage.

"Cars are furnished for transportation, not for storage, and every one used for storage reduces the number available for transportation.

"The annual crop movement beginning around October 1st brings a car shortage lasting about four months; during the balance of the year there is usually a surplus. By moving as much as possible of your freight inwards and outwards within the next few weeks you will be helping yourself, the railways, and all others concerned."

Cars should be loaded to capacity.

The Canadian Manufacturers Association wants to improve transportation facilities. Their experience of the past year clearly shows that the railways have contributed to the shortage of car supply. Lack of locomotives and terminal facilities has been the cause, yet shippers are accused of being entirely responsible. It is a well-known fact that cars are allowed to remain in sidings for days after being unloaded. Yet if the shipper delays the car beyond the free time allowed for loading or unloading he is charged demurrage. Thus the car supply is reduced by the carriers themselves even more than by the shippers. But the railways take care to publish only the sins of the shippers.

WATCH WELLAND GROW.

The following five industries have decided to locate in Welland, Ont., since July 20th, according to the Welland *Telegraph*:

Metal Chemicals, Ltd.; Northern Steel Co., Ltd.; Welland Terminals, Ltd.; Welland Seed, Ltd.; and the Knight and Kuhule Fabricating Steel Co., of Pittsburg.

INDUSTRIAL ACCIDENTS.

During the month of July there were 108 fatal and 272 non-fatal accidents recorded by the Department of Labor. This is an increase of 46 fatal and 23 non-fatal accidents compared with the record for June, and an increase of 10 fatal and 73 non-fatal accidents compared with July, 1911. Accidents recorded in which more than two workmen were killed were, one as the result of a falling derrick at Kenogami, Que., on July 1, by which seven men were killed; one by which four railway construction hands were killed by a premature explosion of dynamite on July 23, near Maberly, Ont.; one at Kenogami, on July 25, by which four men were killed by the caving in of a trench; two powder factory employees were killed as the result of an explosion in a factory at Windsor Mills, Que., on July 8. Two workmen were electrocuted as the result of a falling pile-driver coming in contact with live wires at Meaford, Ont., on July 18.

GROWTH OF CANADIAN INDUSTRIES.

The census of the manufactures of Canada, taken by the Census and Statistics Bureau at Ottawa last year for the calendar year 1910, as now compiled, gives the following comparative statistics, compared with those of the census of 1901 for the calendar year 1900, viz.:

	1910.	1900.	Increase.	Inc. %
Establishments	19,202	14,650	4,552	31.07
Capital	$1,245,018,881	$446,916,487	$798,102,394	178.58
Employees ..	511,844	339,173	172,671	50.91
Salaries and wages	240,494,996	$113,249,350	$127,245,646	112.36
Materials	$600,822,791	$266,527,858	$334,294,933	125.42
Products	$1,164,695,032	$481,053,375	$683,641,657	142.11

The capital employed in manufactures increased during the decade by 178.58 per cent. and the value of products by 142.11 per cent. The number of establishments employing five hands and over last year was 19,202, being an increase of 4,552 in the decade. After studying the above marvellous record, who wants Free Trade?

CANADA SELLS AUTOS.

New Zealand and Australia Buy Freely.

During the year ending April 30 last, the New Zealand Shipping Company shipped 1,292 Canadian-made automobiles to Australia and New Zealand. This year they hope to export at least 1,800 to their customers in the Antipodes. Already 197 have been sent by the *Whakatane*, 139 by the *Matatua*, 151 by the *Rakaia*, and orders for 142 more have been received to be shipped on the *Waiwera*, due to sail from Cardiff for Montreal this week. Total to date for present season, 629.

IS THE BOOM ENDING?

In discussing the steady rise in commodity prices in London the *Economist* says: "If we look at the general index number, we see that the level of prices has risen about 25 per cent. above the average level of the years 1901-5. The figure at this time last year was 2493, or 113½ per cent. of the average of 1901-5, so that the rise in the last year has been only a little less than in all the previous years. This suggests that the trade 'boom,' or rather that an expansion of credit accompanying the 'boom,' is mainly responsible for the present rapid increase of prices. How near we are to the summit of the 'boom,' and how soon we must look for a contraction of credit, it is, of course, impossible to predict, but in view of the present conditions, bankers, merchants and manufacturers should be cautious."

PRICES TAKE A DOWNWARD MOVEMENT.

After an almost continuous advance for the past twelve months the Department of Labour's index number dropped two points in July, standing at 134.8, as compared with 136.9 in June and 126.9 in July, 1911. The chief decreases during July were in fruits and vegetables, grains and fodders, fish, animals and meats, increases being recorded in hides, leathers, boots and shoes, metals, fuel, lumber and furniture. Some two hundred and fifty articles, selected to represent Canadian production and consumption, are included in the calculation by which a comparison is made of wholesale prices at the present time with the average price prevailing during the decade 1890-1899.

The March of the Immigrant

BY J. T. STIRRETT

One of the causes of our great prosperity is the tide of immigration which is now flowing towards us. During the first three months of the present fiscal year, April, May and June, no less than 175,346 people entered Canada from British and foreign countries. If this rate continues, nearly three-quarters of a million will be added to the population of Canada by March 31st, 1913, as against 354,237 during the previous fiscal year. Between July 1, 1900, and March 31, 1912, the total immigration to Canada was 2,118,712. The popular impression concerning our immigration is that it flows across Canada like a river and expands into a huge lake in the prairie Provinces. A scrutiny of the following Government statistics shows that 42 per cent. of the immigration for the period specified was retained by the Eastern Provinces:

Maritime Provinces	89,474
Quebec	309,422
Ontario	504,126
Manitoba	353,100
Saskatchewan and Alberta	608,695
British Columbia	240,414
Not shown	13,211
Total	2,118,712

Who Are They?

Who are these immigrants? Are they British like ourselves, or foreign? Is the port of Montreal like the port of New York—the mouth of the melting pot?

The total immigration from July 1, 1900, to March 31, 1912, may be divided into three classes.

	Immigrants.	Per cent.
From the British Isles	823,188	39
From the United States	752,120	35
From other countries	543,404	26
Total	2,118,712	100

At first glance it would appear that three-fourths of the immigration was of British descent. But it must not be forgotten that many of the American immigrants were also of continental origin. Probably not more than sixty per cent. of the immigrants who have come to Canada since July 1, 1900, can identify their forefathers as inhabitants of the British Isles.

Assembling the Races.

There is no doubt that we are becoming a mixed breed in Canada. During the twelve years under consideration we received the citizens of forty-two foreign nations. Some of the more important additions were: Austria-Hungarian, 142,652; Hebrew, 53,997; Italian, 71,407; Russian, 48,755; Finnish, 15,144; Swedish, 21,743; Polish, 14,451; and Japanese, 13,893.

Many countries sent us smaller numbers: Brazil, 28; Portugal, 34; Persia, 143; Servia, 479; Armenia, 1,533; Egypt, 53; Arabia, 443; Malay Peninsula, 5; and Mexico, 3.

Few Irishmen.

The immigration from Ireland is small, as the totals from July 1, 1900, till March 31, 1912, indicate:

From England and Wales	601,963
From Scotland	171,897
From Ireland	49,328

In spite of our prosperity there has been little increase from the Emerald Isle during the last three years:

1909-1910	3,940
1910-1911	6,877
1911-1912	8,327

Apparently Irishmen think little of Canada, or they are getting rich at home.

The Process of Selection.

Since 1900, assuming that 2.5 persons go on each homestead, 20 per cent. of the English and Welsh, 17 per cent. of the Scotch, 23 per cent. of the Irish, 35 per cent. of the American and 31 per cent of Continental immigrants made entry for homesteads in Western Canada. A large number of them became farm laborers, and the rest settled in cities and towns.

Care is taken to prevent undesirables from entering Canada. Since December, 1902, when the Medical Act went into force, 41,448 immigrants were held at ocean ports for further inspection, and of these 8,500 were rejected. The inspection of immigrants seeking admission to Canada from the United States was begun in April, 1908, and since that date 51,015 have been rejected.

Paupers, criminals, invalids, or those afflicted with contagious diseases are not allowed to remain in Canada. The Government does not maintain any system of free passage or give transportation on the railways. The immigrant policy of Canada is, and should remain: "We want plenty of good citizens."

CHINESE ARE BUYING LEATHER.

The use of foreign leather in China, both upper and sole, is greatly increased on the whole, and with the present changing style of dress, and cheap grades of leather shoes proving more economical in the long run for many purposes to Chinese than their old-fashioned shoes, the imports of such leathers promise to advance remarkably in the immediate future. The imports of 1911 were valued at $2,862,595 gold.



Russians who have forsaken the "Little Father" to come to Canada.



Immigration Waiting Room.



Family of nine waiting for father who will find a home for them in Canada.



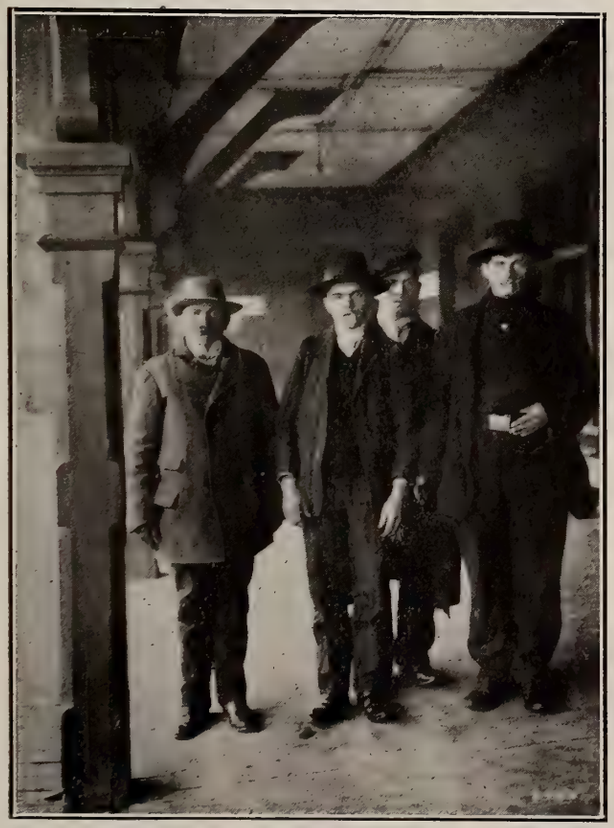
Group of Scotch immigrants waiting for their train inland.



Finns who decided to make a fortune in Canada.



Three German immigrants.



An Austrian contingent.



A pair from Poland.

William Dewart
and his writings

Editor's Note: The following letter was written to the "Canadian Illustrated News" in January, 1875, by William Dewart. It is interesting to notice how well the arguments made in support of the National Policy at that time apply to the present demand for reciprocity with the United States. It is also worth observing that many of the articles mentioned by Mr. Dewart as being imported almost entirely from the States, are now manufactured extensively in Canada.

IT is heavy goods in which home manufacturers first begin to compete with foreigners. These require little skilled labor and a large quantity of raw material. The raw material and the manufactured work being alike heavy, freight on this class of goods affords home manufactures some protection. They can make ploughs before axes, and axes before pen knives. In the manufactures of boots and shoes, for example, this country ceased to import stogies long before women's calf boots, and women's calf boots long before children's boots.

It is not long since these latter were imported in large quantities from Massachusetts; and notwithstanding the duties always paid, they would still be imported but for the increased prices caused by the war in the States. The ostensible argument of Free-Traders is that Canadian manufactures can compete with American. I admit they can in some kinds of heavy goods; but the quantity of American manufactures on the shelves of hardware stores in the Dominion show that they cannot do so in light goods. It shows also that even English manufacturers cannot stop the importation of American goods into Canada.

Notwithstanding this, Free-Traders tell us that American manufacturers are ruined by protection. Take fish hooks, for example. I have been selling fish hooks for thirteen years, and never saw a fish hook manufactured in Canada; though during that time I have seen and sold thousands manufactured in New Haven, Conn. Now I have no doubt there is a larger percentage on fish hooks than on any article of hardware manufactured in this country. The Americans and English have the best share of our hardware business yet. Most, if not all, the brass rivets used in Canada are made in the States.

Tire bolts and carriage bolts are imported in large quantities from Philadelphia. Factories for the manufacture of these have been started in different parts of Canada, but as yet, notwithstanding freight, duty and war taxes, the American manufacturers do a large share of the business. The plough bolts used in this country are extensively made in New York City. Manufacturers of ploughs tell me they never saw a plough bolt made in Canada. Neither did I. Whenever I order plough bolts from a wholesale house, those made in New York are sent.

Butt hinges, especially the small sizes, two inches and under, are imported in large quantities from Providence, Rhode Island. All the gimlets, so far as I can see, and a great many of the auger bits, used in this country, are made in New York City. From the lightness of these goods, in proportion to their value, freight is hardly any protection to our manufactures. Among light goods of this kind, cut tacks is one of the first things in which Canadians have begun to compete with the Americans. Messrs. Pillow, Hersey & Co., of Montreal, have been manufacturing in large quantities for some time. A good deal, however, are still imported from the States, particularly from Abbington, Mass.

Spirit levelers are imported from Philadelphia. I have never seen one made in Canada, and am not aware of a factory of the kind being in the country. Whenever I order spirit levelers from a wholesale house I get those of American manufacture. Here, then, are articles in which neither Canadians nor English can drive the American manufacturers from the market; and it is protection which gave them the start necessary to attain this position. Most, if not all, of the scratch awls used in the country are made in the States.

There is no cartridge factory in Canada of which I know; all the cartridges used in this country come from Connecticut and New York. Scales, everyone knows, are largely imported from St. Johnsbury, Vermont, where the famous Fairbanks' factory is.

The protection afforded by the American Government has built up splendid factories of this kind all over the Union, and made American manufacturers formidable all over the globe. Still, Free-Traders tell us that protection is ruining the States. I am inclined to think it is ruining somebody else.

Steel pens manufactured in New Jersey are used extensively in this country. Razors of American manufacture are imported to this country, but I am not aware of any being manufactured here. Shoemakers' awls come from Massachusetts, and the handles from Connecticut. Though the manufacture of hammers is carried out to a large extent here, very many are still imported from the States. When I order steel hammers to retail at over a dollar I am usually sent those of American manufacture. Distance or freight on hammers, afford our manufacturers very little protection. These advantages are much more than counterbalanced by the accumulation of labor, skill and capital where the business has been long established. But let the tariff remain as it is; let the danger of sudden changes cease; and labor, skill and capital will come to Canadian manufacturers in such quantities as will soon enable them to make all this description of goods required, both in respect to price, quality and quantity. Nothing paralyzes industry more than uncertainty. While the Free-Trade agitation continues, Canadian manufacturers cannot calculate, either, who will be their customers or what will be their profits.

With "a market of forty millions" they may be like Moses, permitted to see, but not allowed to enter the promised land. More American cradle scythes were sold here at Fenelon Falls during the last three years than similar scythes of Canadian make. They were no cheaper or better than Canadian goods, but they were imported and purchased by storekeepers here, and had to be sold, and were sold. The farmers who bought them gained nothing, but the American manufacturers made a profit and the Canadian manufacturers were deprived of a part of their legitimate trade.

There is neither patriotism, statesmanship nor policy in theories calculated to produce such results as this. Such a policy must necessarily tend to impoverish a country. Reciprocity would annihilate in one instant millions of Canadian capital. As in the case of the scythes above referred to, it is not necessary for American manufacturers to undersell ours; they need only take enough of the business to make the balance unprofitable. Here is another thing which would operate against Canadian manufacturers; Canadian goods, not being yet known or introduced in the States, agents would have great difficulty in getting orders.

There would be a prejudice against the idea that we could make goods either as cheap or well as old American manufacturers. On the other hand, American goods being long known in this country, agents get orders without much difficulty. To establish a business in the States, our manufacturers would have to offer a better and cheaper article than the American manufacturers, which they cannot do. It is easy to foresee the result. Between the loss of the home market and the delays and difficulties of establishing any business in the States, Canadian manufacturers would be ruined in nine cases out of ten.

Notwithstanding heavy freights on safes, considerable numbers are imported from the States. An agent from Cincinnati took quite a number of orders in Canada not long ago. It is probably with the safes as with the scythes. The purchasers are in no way benefited. But it results in profit to the American manufactures and loss of legitimate business to the Canadian.

It is natural for Canadians to buy American safes, but nor for Yankees to buy Canadian safes, if they were even twice as good as any made in their own country. The "market of forty millions" has a great many drawbacks like this.

Steam engines are also imported from the States. Not long ago I saw an agent selling steam engines made in New York City to persons living at Georgian Bay. Axes, once largely imported from the States, are still imported to some extent. A storekeeper at Horse Shoe Bridge, somewhere in the back country south of Lake Nipissing, has American axes advertised for sale. These axes are no cheaper and perhaps not so good as Canadian axes. Their sole result consists in transferring a certain profit from home manufacturers to foreigners.



The Professor to the Wage Earner: "Don't get excited, my friend. I have a well-defined theory that when this drop occurs it will not hurt you in the least."—American Economist.

In the face of these facts, can any person argue that Reciprocity would benefit Canadian manufacturers? Free-traders know this as well as anyone, but their real spring of action is utter indifference about the success or existence of Canadian manufactures at all. With access to the States, Canadian manufacturers are needed no longer. Perish home manufacturers, in order that Free-Traders' whims may succeed!

The great mass of mankind exercise too little foresight.

Mr. Bagehot, in his able work on Politics, says a desire for instant action constitutes the chief difference between savages and civilized man. It is the desire for instant action in politicians which lead people, step by step, unconsciously to results of which they never dream, till the prevention becomes impossible. I see a man opening a dyke, and tell him the sea will come in. He says, "I will oppose the sea." His opposition will be too late. If he opens the dyke, the sea will enter in spite of him. I hear men demanding Reciprocity and tell them it will lead to annexation. They say, "We will oppose annexation." Their opposition will be too late. Annexation will follow Reciprocity in spite of them. "They're sowing the seed," but "what shall the harvest be?"

A GROWING CONCERN.

The Napanee Iron Works, Ltd., formerly the Dominion Rock Drill Company, has recently moved into its new plant. The plant consists of two modern fireproof buildings covering a floor space of 17,000 square feet, and is served by sidings from the Canadian Northern Railway. This company has a very bright future before it, and it is interesting to note that through the energy and enterprise of its manager, Mr. E. J. Roy, who a few years ago started manufacturing rock drills and mining and contractors' hoists in a small machine shop, it has now established for itself a Dominion-wide reputation.



W. H. Taft.—"I'm goin' fine."
Sir Wilfrid.—"Yes, they had me goin' fine, and look where I wound up."—Toronto Telegram.

MR. CHAMBERLIN'S STATEMENT.

In reply to certain articles published in the newspapers regarding Grand Trunk Pacific affairs, Mr. E. J. Chamberlin, president of the road, has issued the following statement:—

"The Grand Trunk Pacific Railway have been operating the section of the National Transcontinental Railway between Winnipeg and Lake Superior Junction since August 1, 1911, handling all of last season's grain business and other traffic offered over that line without any detriment to the public. The Government are now asking that the Grand Trunk Pacific execute a permanent lease of that portion of the line between Winnipeg and Lake Superior Junction, known as district 'F,' and negotiations are pending between the Government and the company on that point, but do not, so far as a matter of accommodation, in any way affect the public.

"The contract between the Government and the Grand Trunk Pacific relative to the Transcontinental, that section between Moncton and Winnipeg, which was to be constructed by the Government and is known as the eastern division, provides that:—

"'Pending the completion of the eastern division by the Government, the company shall be entitled to lease from the Commissioners to be appointed under the said act, and to operate such portions of the eastern division as may from time to time be completed, upon such terms,' etc., but does not bind the railway company to take over any sections unless they desire to do so, until the entire line is completed.

"Negotiations are in progress between the Government and the company relative to a further lease of the section above referred to when it is fully completed and pending the completion of the whole line. Notwithstanding reports in the papers throughout the country, that portion of the Transcontinental line is not yet completed. There is considerable work to be performed on the entrance into Winnipeg, connecting up the Transcontinental with the Grand Trunk Pacific and the Canadian Northern at the Union Station. There is also considerable other work on the line necessary to be done before the terms of the contract are complied with.

"With regard to the Springfield, or Transcona shops: Major Leonard, chairman of the Transcontinental Railway Commission, has decided that the shops are not part of the contract between the Government and the railway, while the company contend that they are part of the Transcontinental contract. If Major Leonard's contention is eventually sustained, the taking over of the line between Winnipeg and Lake Superior Junction would not include the taking over of the shops by the Grand Trunk Pacific Railway. On the other hand, if the Grand Trunk Pacific's contention that the shops are a part of the Transcontinental Railway is sustained, the taking over of the line would also mean the taking over of the shops and placing them promptly in operation."

THE FORESTRY CONVENTION.

The fourteenth annual convention of the Canadian Forestry Association for the reading and discussing of papers, and the passing of resolutions, based thereon, will be held upon the invitation of the Government of British Columbia in the city of Victoria, B.C., on Wednesday, Thursday and Friday, Sept. 4, 5 and 6, 1912. Sir Richard McBride, Premier of the Province, and Hon. W. R. Ross, Minister of Lands, are taking a personal interest in this convention, and will address the delegates upon this subject, which is now the uppermost one in British Columbia.

THE GROWTH OF FORT WILLIAM.

The following is a list of the firms establishing manufacturing plants this year in Fort William:

The Canada Car and Foundry Co. (Plant value $1,500,000, employing 1,000 men.)

The Nanton Starch Works. (Plant value, $500,000, employing 200 people.)

The McKellar Bedding Co. (Plant value, $150,000, employing 100 men.)

The National Tube Co. (Plant value, $400,000, employing 150 men.)

The Hammond Stooker Co. (Plant value, $65,000, employing 100 men.)

The Great West Wire Fence Co. (Plant value, $100,000, employing 100 men.)

THE ADVANTAGE.

John Bright used to tell how a barber who was cutting his hair once said to him: "You 'ave a large 'ead, sir; it's a good thing to 'ave a large 'ead, for a large 'ead means a large brain, and a large brain is the most useful thing a man can 'ave, as it nourishes the roots of the 'air."—*Sacred Heart Review.*



TURNING THE FIRST SOD FOR THE NEW $1,500,000 PLANT OF THE CANADIAN CAR & FOUNDRY COMPANY AT FORT WILLIAM.—This interesting ceremony took place recently in the presence of the Mayor and civic officials of Fort William and others. It was performed by Mr. D'Arcy Scott, of Ottawa, Chairman of the Board of Railway Commissioners, who is seen (shovel in hand) in the above picture. Included among those on his left are Mr. Hansard, Solicitor for the G. T. P., Winnipeg; Mr. Mills, Member of the Board of Railway Commissioners; F. Litchfield, General Superintendent of the C. C. & F. Co., Limited; ex-Mayor S. C. Young, and H. A. K. Drury, of the Board of Railway Commissioners. On Mr. Scott's right are W. W. Butler, Vice-President of the Canadian Car & Foundry Company, Limited; Mr. Lanorgan, Traffic Manager of the C. P. R., Winnipeg; R. O. Shaw, Construction Superintendent of the C. C. & F. Co., Limited; Mr. Bond, Solicitor for the C.P.R., Winnipeg; Mr. Dewey, Traffic Manager of the G. T. P. at Winnipeg; the Mayor of Fort William, and Mr. J. E. Walsh, Traffic Manager of the Canadian Manufacturers' Association.

BOILER EXPLOSIONS AND ACCIDENTS

By W. Buchan,
H.M. Inspector of Factories

This instalment of Mr. Buchan's valuable report on British factories contains many suggestions which should be of interest to Canadian manufacturers.

THE stand pipe of the boiler should be kept so far back from the front of the boiler as to allow examination and repair of the front angle seam and also screwing up of the blow-off connections. The elbow pipe should be made of cast steel, and the brickwork should be recessed to secure freedom of movement for this connection. Fatalities have occurred through cast-iron elbow pipes being made rigid by brickwork or ashes. Steps should also be taken to prevent corrosion of the elbow pipes. Leaky joints should be at once re-made, and damp ashes should not be allowed to collect about the pipe; ashes should not be slaked on the footplate at the boiler front, but should be removed in a barrow and slaked elsewhere.

Blow-off valves and blow-off cocks should be kept in good repair as leakage may lead to shortness of water; leakage may be detected by feeling whether the pipe beyond the valve is warm when the valve is shut. They should be provided with guards so that the attendant cannot remove the box key until the valve or cock is closed, and the top of the guard should stand beyond the square of the spindle or plug to prevent attempts to open the blow-off with an ordinary spanner. Where several boilers blow off into a common waste pipe, isolating valves should be fitted beside the blow-off cocks of all boilers and economisers to prevent risk of accident to persons working within a boiler or at the opened caps on headers of water-tube boilers should the blow-off cock be left open inadvertently whilst the attendant is blowing off another boiler; failing this precaution, there should be complete disconnection of the boiler from other boilers under steam. An isolating valve serves other useful purposes: when the valves or asbestos-packed blow-off cocks are partially open, the flow of water containing grit and scale rapidly scours the valve or cock and destroys the asbestos packing; these troubles can be prevented by first closing the isolating valve with the screw and then opening the blow-off cock full; the isolating valve can be afterwards opened by the screw to any desired extent.

The connection from the blow-off cock, valve, or isolating valve to the common waste pipe, should have a bend and be made of copper or some ductile material, while sufficient provision for expansian and contraction should be made in the common waste pipe to avoid straining. Two fatalities were caused by sudden impact of water on T-pieces and square ends of pipes due to opening the blow-off valve rapidly to its full extent. To avoid shocks in the pipes from this cause, the blow-off value should be opened and closed gradually. The isolating valve already alluded to, provides a ready means for regulating the blow-off. Too often the blow-off connections are buried and therefore neglected. They should be in a brickwork pit, easily accessible and regularly inspected. Some attention should also be paid to the means of getting rid of the blow-off discharge. Everything should be done to make the discharge free; the pipes should have as few bends as possible, and increase rather than diminish in diameter as they approach the drain, to which there should be a regular fall. Care should be taken to prevent the drain becoming choked, as the hot water may percolate into the soil and so soften it as to allow persons to sink into the ground and be scalded; at least one fatality has occurred in this way. These requirements, and also the attendant danger of scalding those who may be at work in sewers, are sometimes met by the provision of a cooling tank into which the various blow-off connections are led. It is most important that the discharge and vent pipes on these cooling tanks should be considerably larger than the diameter of the inlet. To prevent the risk of fracture through water-hammer action, blow-off pipes should be so arranged as not to dip into water, and in the event of a blow-off pipe breaking, the attendant should never attempt to stop the flow of water by stuffing a cloth into the pipe. To lessen the straining of boiler seams, and especially in water-tube boilers, to prevent overheating of the tubes and drums, the boiler should not be emptied until it and the surrounding brickwork have sufficiently cooled. After the pressure has fallen, the safety valve or gauge taps should be opened to avoid production of a vacuum within the boiler. The boiler should be well ventilated before any person enters it, and if one of a range, great care should be taken to close the steam stop valve and blow-off cock, particularly if isolating valves are not fitted at these connections, and as a further precaution it is desirable to lock the stop valve wheel when in its closed position.

For Examination Purposes.

Manholes and mudholes are necessary for purposes of examination and cleaning. They should be put in the most convenient places, and oval holes in cylindrical shells should have the shorter axis along the boiler. In all cases they should always have mild steel compensating rings, and, where space permits, the doors or covers should be fitted to flat machined surfaces, as joints can then be more efficiently and easily made, while the packing, whether of india-rubber, asbestos, or any other suitable material should be as thin as possible. The doors or covers should preferably be of mild steel, and in the case of internal doors the spigot should be a good fit for the opening, but if not strict attention should be given to placing it centrally, otherwise there may be an excessive clearance. Clearance should never exceed 1-16 in. all round, and particular care should be taken to tighten up the bolts gradually as the packing becomes further compressed under the increasing pressure when steam is being raised. Any wastage by leakage should be stopped at once, and where it has become considerable a larger door should be fitted or the wastage made up by autogenous or electric welding. The importance of these precautions is shown by the fact that six fatalities and four other scalding accidents have resulted in two years from blowing out of packing. Manhole doors should never be loosened until it has first been ascertained that no steam pressure exists within the boiler. This can be done by easing the safety valve or by opening either the water gauge taps or a small test tap provided for the purpose.

Dangers Peculiar to Other Appliances.

The following pressure appliances are boilers within the meaning of the Boiler Explosions Acts. Though in some instances (economisers, steam ovens, hot water boilers and gas-heated steam radiators) steam may be generated within the appliance, the provisions of section 11 of the Factory and Workshop Act, 1901, are hardly applicable. The majority are simply steam receivers.

To be continued.

A West End dealer in stuffed animals, who also keeps a few live creatures for sale, gave his clerk permission to sell the stuffed specimens, but wished to be called if any one wanted any of the live animals.

One day a gentleman called and asked to see a monkey.

"Any of these?" asked the clerk, pointing to the stuffed specimens.

"No; I want a live one," replied the customer.

The boy stepped to the door of the back shop and called to the owner: "Step this way, sir, please; you're wanted!"

STATE INSURANCE.

Sir William Meredith still listens patiently and sympathetically while the advocates of the labor unions and the Manufacturers' Association wrangle over the terms of a scheme of State insurance against the accidents of industry. The scheme is to have the State collect, from the manufacturers mostly, a sum to be added to the cost of goods out of which industrial laborers will be paid for what are termed the inevitable accidents of industry. There will be no more damage suits for negligence. The object of the manufacturers is to secure equality and freedom from the annoyance of litigation, and of labor to avoid litigation and secure insurance in all cases. It will be class legislation which will be unjust as long as its principle is not extended to all the other inevitable sorrows of human life. Why not? The accidents of industry are not more inevitable than the accidents of farming, or law, or medicine, or of ordinary life, outside of industrial employment. A farmer was lately driving with a slack rein, when a black squirrel ran down a tree and across the road, causing his horse to shy into the ditch, upsetting the rig and killing the farmer, whose debts in administration exhausted his estate, leaving his poor wife and five small children unprovided for. A laborer took pneumonia and died, leaving a wife and two infant children in poverty. A doctor, in the course of his duty, caught a contagious disease and died, leaving his wife and little children to the mercy of the world. And so on and on throughout the whole category of human misfortune, pitiful, inevitable and unrelieved even by tiresome damage suits and still more tiresome lawyers and courts of appeal. It is worth noting that nowhere in Europe and America, where legislation to insure against the inevitable accidents of industry has been attempted, has the political heart been moved to pity where there was not an organized vote. Legislation cannot accomplish the perfection of the world, and its efforts are often indirect.

Both the Chief Justice and the labor delegates seem to overlook the chief merit of the present law of damages, which, while clumsy and ineffective in requiting individuals, was most effective in compelling the self-interest of employers to guard against accident by providing perfectly guarded ways of working and machinery. Will the motives of caution and care not tend to cease to operate when the insurance scheme is put in force?—*Weekly Sun.*

NOT WHAT HE THOUGHT.

A traveller, riding with an Irishman, came within sight of an old gallows, and, to display his wit, said:

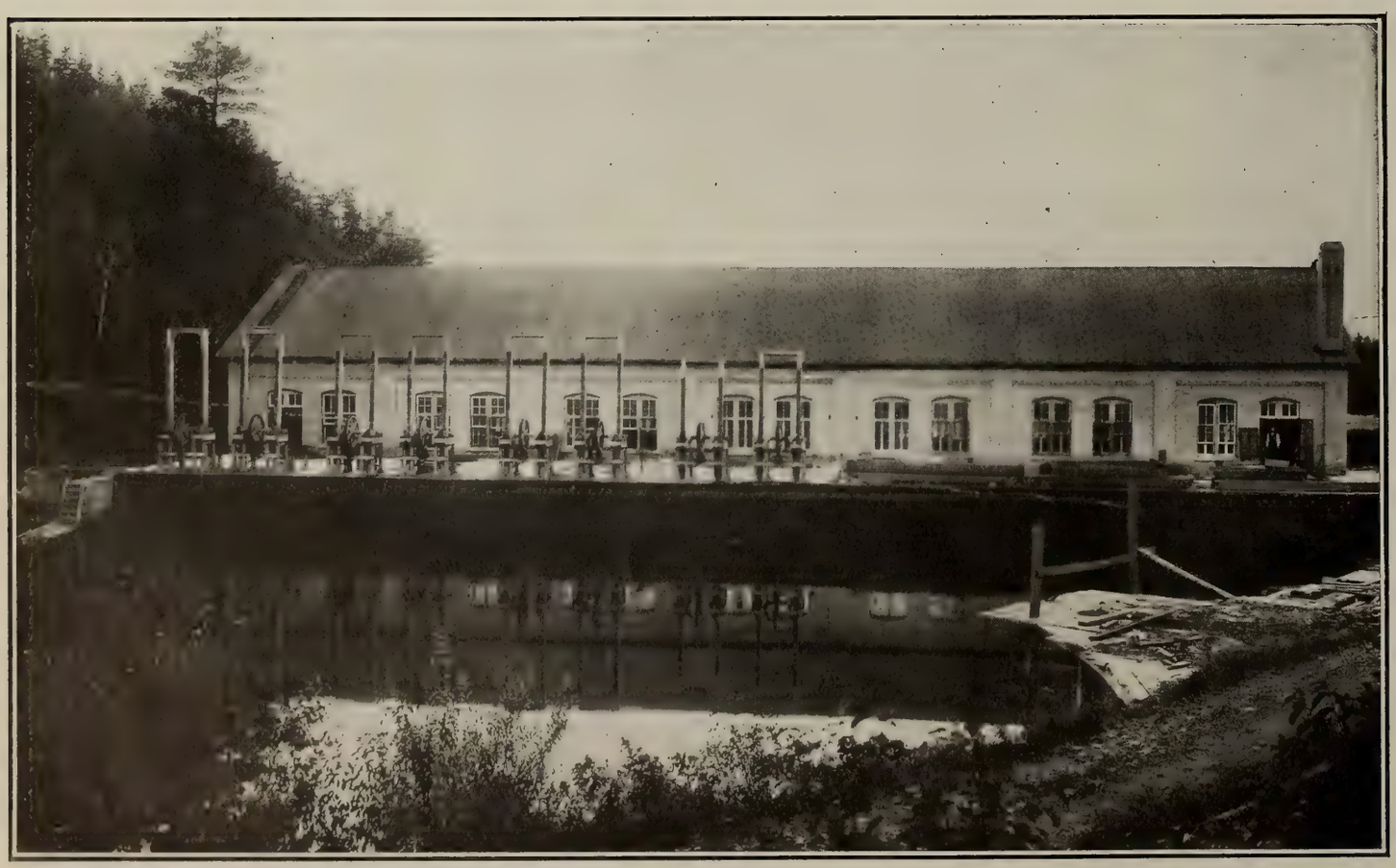
"Pat, do you see that?"

"To be sure I do," replied Pat.

"And where would you be to-day if the gallows had its due?"

"Oi'd be riding alone," replied Pat.

Messrs. Ridout & Maybee, Patent Solicitors, are removing from their present premises at Manning Chambers to new and more commodious quarters at 59 Yonge Street, corner of Colborne Street. Owing to the increase in the legal business of the firm, Mr. J. F. Edgar, Barrister-at-Law, has now been associated with the firm as counsel.—*Advt.*



Kenora Power House which generates power for factories.

You who use from 5 to 1000 h.p.

Every manufacturer is interested in his power question.

In a big factory

this is one of the most important cost items that has to be dealt with.

When power fails

employes are forced to stop work. That means lost pay. And that means dissatisfaction. Labor dissatisfaction costs you money.

Occurrences of this nature have taught manufacturers that

the cheapest power

is the most reliable power—that reliability is worth a premium if necessary.

There are other important items to be considered. In the first place a factory must have

all the power required

for its greatest load. It should have an "elastic" power supply. "Elastic" power means all the power required to run a big factory, running full force, or just enough to run one or two machines.

Efficiency engineers say the worst "leaks" are caused by

frequent tie-ups

that disorganize working schedules and waste valuable time.

When men stand idle

work is held up, and it is impossible to get shipments out on time. Delayed shipments mean broken promises — disgruntled customers—lost business.

Hydro-Electric power

can be relied on. Manufacturers who use it have all the power they need—all the time they need it. The Toronto Hydro-Electric System supplies power in any quantity—power

for any purpose

of manufacturing.

Tell your wife
that Hydro-Electric household utilities are a joy and comfort.

The user of Hydro-Electric is spared the power troubles that

cause serious losses.

He has a steady, efficient power service. His factory system is not interfered with; no

work is held up

because of power troubles. Orders are filled promptly, and shipments made on time; customers get satisfactory service. Employes work full time and draw full pay.

Remember, too, Hydro power

is 25 "Cycle Current"

The newest motors and electric machines are designed for use with "25 cycle current."

Don't let power problems bother you. Remember, our power experts are at your service

all the time.

One of our men will come to your office to see you if you write or phone for him.

Figured on a dollars and cents basis, Hydro is the cheapest power in Toronto. Another reason why you should use it.

Toronto Hydro-Electric System

226-228 Yonge Street

Phone Adelaide 2121

FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of August, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

E 2421	E 2021	Aug. 25-12	Nitrate of soda C.L. Import, Three Rivers to points in the U. S.
Sup. 20 E 2250	Sup. 20 E 1848	Various	Switching and interswitching.
Sup. 6 E 1297	Sup. 6 E 879	July 27-12	Sugar, syrup and molasses, Montreal C. P. stations.
Sup. 7 E 1285	Sup. 7 E 867	July 27-12	Iron commodities, Montreal and Montreal points to C. P. stations.
Sup. 8 E 937	Sup. 8 E 528	July 27-12	Iron and steel articles, St. John, W. St. John and Fairville, N.B., to points.
Sup. 65 E 2124	Sup. 65 E 1720	Aug. 27-12	Commodities between C. P. points.
Sup. 17 E 1841	Sup. 17 E 1431	July 29-12	Pig iron C.L. from C. P. stations to C. P. stations and connecting lines.
Sup. 5 E 1665	Sup. 5 E 1252	July 30-12	Export traffic from C. P. stations to Boston and Mystic Wharf, Mass.

Canadian Pacific Railway.

Sup. 5 E 2332	Sup. 5 E 1932	July 29-12	Export traffic from C. P. stations and connecting lines to Montreal and Quebec.
Sup. 66 E 2124	Sup. 66 E 1720	Aug. 1-12	Commodities between C. P. stations.
Sup. 8 E 2316	Sup. 8 E 1916	July 31-12	Import mdse., Montreal wharf to C. P. stations.
Sup. 6 E 537	Sup. 6 E 257	July 31-12	Metallic shingles and siding, Galt, Preston and Toronto to C. P. stations.
Sup. 61 E 2124	Sup. 61 E 1720	July 2-12	Commodities between C. P. stations. Reduction.
Sup. 8 E 1675	Sup. 8 E 1262	Aug. 6-12	Class and commodity C. P. stations to points in New England. Reduction.
Sup. 62 E 2124	Sup. 62 E 1720	July 9-12 (R) Aug. 5-12 (A)	Commodities between C. P. stations. Reduction. Cancellation.
E 2408 cancels E 2355	E 2009 cancels E 1955	Aug. 6-12	Stop off in lumber. Reissue. Advance.
Sup. 63 E 2124	Sup. 63 E 1720	Various.	Commodities between C. P. stations. Reduction.
Sup. 19 E 2250	Sup. 19 E 1848	July 13-12	Switching and interswitching. Reduction.
Sup. 2 E 2319	Sup. 2 E 1919	Aug. 14-12	Commodities C. P. stations to points in Eastern U. S. Reissue. Advance.
Sup. 64 E 2124	Sup. 64 E 1720	Various.	Commodities between C. P. stations. New Rates.

REGINA

Wants More Factories

The greatest centre of commercial activity in Western Canada is Regina, capital of the rich Province of Saskatchewan.

Population throughout the Province is increasing rapidly and the great supply-centre is the city of Regina.

If you are a manufacturer Regina can make big money for you.

I will gladly furnish you with special information and data concerning your trade.

L. T. McDonald,
Secretary Board of Trade,
Regina



By Royal Warrant

"Canadian Club" Whisky

Fully Ripened in Wood. Age Guaranteed by Government.

QUALITY UNEXCELLED

Distilled and Bottled by

HIRAM WALKER & SONS
LIMITED

Walkerville, Canada

LONDON CHICAGO NEW YORK MEXICO CITY VICTORIA, B.C.

TENDERS

The Canadian Ethinite Company, Limited

Sale by the Trustee for the Bondholders Under Trust Deed Dated 2nd July, 1906, made by the Canadian Ethinite Company, Limited, to National Trust Company, Limited

Sealed tenders will be received by the undersigned up to and including the 15th day of September, 1912, for the purchase of the property heretofore owned and operated by The Canadian Ethinite Company, Limited, and by the Canadian Calcium Carbide, Limited, and also for the purchase of certain patents owned by The Canadian Ethinite Company, Limited. The properties to be sold are divided into two lots, as follows:—

LOT ONE.

All and singular that certain parcel or tract of land and premises, situate, lying and being in the Township of Stamford, County of Welland, and Province of Ontario, being composed of part of lot No. 76, in said township. Containing by admeasurement the sum of 6.44 acres of land, be the same more or less, and which said parcel or tract may be more particularly described as follows:—

Commencing at a point in the westerly limit of the lands of the Canada Southern Railway Company, where it is intersected by the line between W. A. Pew and the lands of what was formerly the Pew estate; thence north 89 degrees 59 minutes west, in the said limit, 500 feet; thence south 0 degrees 2 minutes east, 599 feet 6 inches more or less to the northerly limit of the lands of the Niagara, St. Catharines and Toronto Railway Company; thence south 89 degrees 59 minutes east, in the said northerly limit, 139 feet 7 inches to an angle in said railway company's lands; thence north 1 degree 26 minutes west, in the line of said railway company's lands, 182 feet 6 inches more or less to another angle; thence north 89 degrees 35 minutes east, in the line of said railway company's lands, 170 feet more or less to a third angle; thence north 60 degrees 29 minutes east, in said railway company's lands, 323 feet more or less to the westerly limit of the lands of the Canada Southern Railway Company; thence northwesterly in said limit, 276 feet 6 inches more or less to the place of beginning.

LOT TWO.

Letters patent of the Dominion of Canada, numbers 93,373, 93,374 (for apparatus for making carbides), and 93,375 (for furnaces), all the said letters patent being dated the thirtieth day of May, 1905.

Tenders may be for both lots together or for either or both separately.

The properties comprised in Lot One are to be sold en bloc with the buildings and machinery constructed upon or attached to the said properties.

The Trustee will accept a portion of the purchase price in bonds of the Canadian Ethinite Company, Limited, or the Canadian Calcium Carbide, Limited, to the amount which would upon the distribution of the net proceeds of the sale be payable on the said bonds, provided that before any such bonds are received in respect of such purchase price, the purchaser shall pay in cash such amount (not greater than the purchase price) as shall be sufficient to pay the expenses of the sale, and the costs, charges and expenses of the Trustee in connection with the trusts hereof, and of the mortgage made by Canadian Calcium Carbide, Limited, to National Trust Company, Limited, dated 31st March, 1910.

Tenders for Lots One and Two together, or for Lot One must be accompanied by a certified cheque on any chartered bank in Canada, payable to the undersigned for $2,500, to be applied on account of the purchase if the tender is accepted, otherwise returned without the Trustee being responsible for any interest, but if any person tendering, fails to comply with the balance of the conditions of the sale, the said $2,500 will be forfeited to the Trustee for the bondholders as liquidated damages, it being understood that the remaining full purchase price, or the full purchase price, as the case may be, shall be paid to the Trustee at Toronto, within one month from the acceptance of the tender. The right is reserved to reject all or any tenders.

A detailed description of the property and any further information required by intending purchasers may be obtained on application at the office of the National Trust Company, Limited, Nos. 18-22 King Street East, Toronto.

Dated at Toronto, this 10th day of July, 1912.

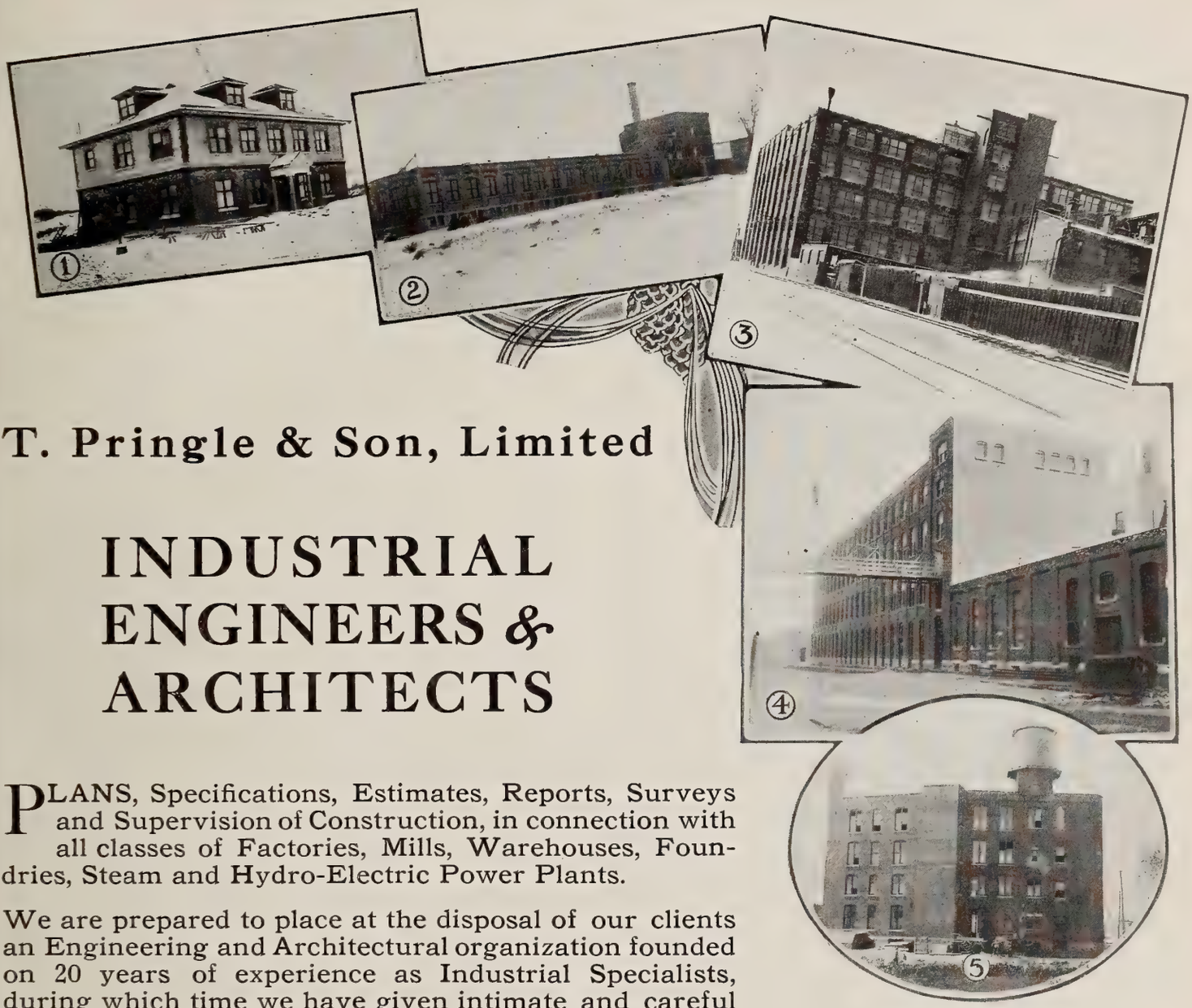
NATIONAL TRUST COMPANY, LIMITED
Trustee for Bondholders.

Canadian Pacific Railway.

Sup. 5 E 2342	Sup. 5 E 1942	Various dates.	Commodities between stations east of Montreal. Reissue. Cancellation.
E 2424 cancels E 342 1868 2119 2301 2393	E 2024 cancels 283 1458 1715 1901 1993	Sep. 2-12	Pulpwood C.L., C. P. stations to points in U. S. Advance. Reduction.
E 1479 cancels E 965 E 1245	E 2039 cancels E 554 E 1664	Sep. 12-12	Rules and regulations governing the weighing of carload freight. Reissue.
Sup. 18 E 1841	Sup. 18 1431	Aug. 17 (R) Sep. 12 (A)	Pig iron between various points in Canada. Advance. Reduction.
Sup. 22 E 2250	Sup. 22 1848	Aug. 19-12 (R) Sep. 18-12 (A)	Switching and inter - switching at C. P. stations. Advance. Reduction.
Sup. 71 E 2124	Sup. 71 E 1720	Aug. 20-12	Commodities between C. P. stations. Reduction.
Sup. 1 E 2555	Sup. 1 I 128	Sep. 2 (A) Aug. 5 (R)	Class and commodity. Import via Boston and New York to Canadian Northwest. Advance. Reduction.
Sup. 14 E 2431	Sup. 14 C.U. 63	Aug. 30-12	Commodities between G. T. stations. Reissue. Reduction.
E 2588 cancels	C.F. 235 cancels	Sep. 2-12	Pulpwood, C.L., G. T. stations and connecting lines to points in the U. S. Reissue. Advance. Reduction.
E 2591 cancels E 2481	C.R. 131 cancels C.R. 131	Aug. 30-12	Reconsigning and diversion of grain, flour, lumber and
Sup. 3 E 2374	Sup. 3 C.R. 111	Aug. 19-12	Reshipping, stop-off and special arrangements at G. T. stations. Reduction.
Sup. 9 W 282	Sup. 9 202-B	Sep. 15-12	Class and commodity rates G. T. stations in the U.S. to points in Canada. Reissue. Reduction. hay and straw at Montreal when for points beyond in the U.S. Reduction.
Sup. 8 E 2502	Sup. 8 I 120	July 31-12	Import Merchandise Montreal to points in Ontario. Reduction.

Grand Trunk Railway.

Sup. 12 E 2265	Sup. 12 C.U. 58	Sep. 2-12	Commodities from Buffalo, Black Rock and Suspension Bridge to stations in Canada. Reduction. Reissue.
Sup. 18 E 2548	Sup. 18 C.Y. 26	Aug. 5-12	Commodities between G. T. stations and from and to connecting lines. Reduction.
Sup. 16 E 1011	Sup. 16 C.I. 25	Aug. 5-12	Steel bars C.L. Welland to Montreal, 15c. per 100 lbs. Reduction.
Sup. 8 E 2499	Sup. 8 C.I. 137	Aug. 9-12	Pig iron, C.L., Midland, Ont., to St. Andre, P.Q. $3.75 per gross ton. Reduction.



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PLANS, Specifications, Estimates, Reports, Surveys and Supervision of Construction, in connection with all classes of Factories, Mills, Warehouses, Foundries, Steam and Hydro-Electric Power Plants.

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Jute Mills
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Messrs. T. Pringle & Son, Limited, have acted as Consulting Engineers and Architects on the construction of the following plants:

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2. The Robert Mitchell Co., Limited, Brass Works, Montreal,
3. Canadian Rubber Company of Montreal, Limited, Mechanical Rubber Goods Building.
4. Thos. Davidson Mfg. Co., Limited, Montreal, Pressed Steel and Printing Building.
5. Walter Baker & Co. of Canada, Limited, Montreal, Chocolate and Cocoa Factory.



Solid, Stranded or Flexible Conductors

in Single or Multiple Rubber Insulated
with or without Lead Sheath

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Successors to THE WIRE & CABLE COMPANY, Montreal

THE NORTHERN ELECTRIC & MANUFACTURING CO., Limited
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Agencies in all C.P.R. Stations and Branch Agencies in Drug Stores, etc.

Conveniently Located in Residential Districts.

Sup. 17 E 1011	Sup. 17 C.I. 25	Aug. 17-12	Pig iron, C.L., Welland to Montreal, $2.25 per gross ton. Reduction.
Sup. 11 E 2265	Sup. 11 C.U. 58	July 31-12	Commodities, Buffalo, Black Rock and Suspension Bridge to points in Canada. Reduction.
Sup. 32 E 1686	Sup. 32 S 71	July 3-12	Switching in lumber at Wiarton. Reduction.
Sup. 8 E 2548	Sup. 8 C.Y. 26	July 10-12	Glass windshields, Niagara Falls, Ont., to Walkerville. 27c. per 100 lbs. Reduction.
Sup. 33 E 1686	Sup. 33 S 71	July 6-12	Switching on brick at Port Credit, Ont. Reduction.
Sup. 13 E 2431	Sup. 13 C.U. 63	Aug. 15-12	Commodities between G. T. stations and to and from connecting lines. Reduction.
Sup. 10 E 2548	Sup. 10 C.Y. 26	July 18-12	Commodities between G. T. stations. Reissue. Advance. Reduction.
Sup. 13 E 1985	Sup. 13 E 37	Aug. 18-12	Export traffic to Boston, Portland, St. John and Halifax. Reissue. Additions.
Sup. 14 E 2548	Sup. 14 C.Y. 26	July 29-12	Bridge iron and steel, Walkerville to Chaudiere Curve, P.Q., 20c. per 100 lbs. Reduction.
E 2583	C.N. 126	Aug. 21-12	Binder twine, C.L., Welland to Spokane, Wash. $1.48 per 100 lbs. New Rate.
E 2585 cancels E 2428	I 131 cancels I 117	Aug. 28-12	Class and Commodities from London, Liverpool, etc., to points in Canada.
Sup. 16 E 2548	Sup. 16 C.Y. 26	Aug. 27-12	Commodities between G. T. stations and also from and to connecting lines.
Sup. 7 E 2499	Sup. 7 C.I. 137	July 29-12	Pig iron C. L., Montreal and Hamilton to points in Ontario.

Central Railroad of New Jersey.

603	———	Sep. 5-12	Asphaltum and asphaltum substitutes C.L., C. R. R. of N. J. stations to Montreal.
595 cancels 517	———	Sep. 3-12	Iron or steel wire, C. L. Allentown, Pa., to St. Jude's, Que. 24½ cents per 100 lbs.
597 cancels 515	———	Sep. 4-12	Cast iron pipe and pipe fittings. C. L. Brills and Newark, N.J., to points in the Province of Quebec.
591 cancels 501	———	Aug. 25-12	Sand and potters' clay C. L. South Amboy, N.J., to Belleville, Ont. $3.50 per net ton.
593 cancels 587	———	Aug. 29-12	Asphaltum and substitutes C.L. from C. R. R. of N. J. stations to Montreal, 15c. per 100 lbs. Reduction.

Central Railroad of New Jersey.

387	———	July 28-12	Asphaltum and asphaltum substitutes C.L., C. R. R. of N. J. stations to points in Canada.

Michigan Central Railroad.

1915 cancels 125	9179 cancels 4584	Aug. 1-12	Class rates from points in the U. S. to stations in Canada. Advance.
1918 cancels 1511	9183 cancels 8148	Aug. 1-12	Class and commodity M. C., C. W. and L. E. and W. St. C. and T. Ry. stations to Boston, New York, etc.
Sup. 18 1767	Sup. 18 8803	Aug. 1-12	Commodities between stations in Canada to Reduction.
826 cancels 773	235 cancels 223	Aug. 13-12	Commodities, Brantford and Hamilton to Vancouver, Victoria, etc. Advance. Reissue.
Sup. 1 1923	Sup. 1 9065 B	Sep. 1-12	Commodities M.C. stations in the U. S. to points in Canada. Advance. Reduction.
Sup. 14 1751	Sup. 14 8764	Sep. 5-12	Commodities from Black Rock and Suspension Bridge to stations in Canada. Reduction. Reissue.

Wabash Railroad.

634 cancels 8 and 92	12898 cancels 22820 36790	Aug. 25-12	Class and commodity from Wab. stations in Canada to Boston, New York, Philadelphia, etc.
636 cancels 586	B 12289 cancels A 12289	Aug. 26-12	Commodities from Buffalo, Black Rock and Susp. Bridge, N.Y., to points on Wabash R. R. in Canada.

Pennsylvania Railroad.

J.J. 46 cancels J.J. 43	———	Aug. 1-12	Machinery, C. L., P. R. R. stations to Welland and Victoria Mines, Ont.
G.O. 226	———	Aug. 1-12	Machinery, C.L., Erie, Pa., to Welland, 14c. per 100 lbs. Reduction.

Jeffrey Ashes Bins

Built of Concrete or Steel, of sizes and shapes to suit conditions.



Illustration shows Jeffrey Ashes Bin and Pivoted Bucket Carrier. The latter receives the ashes as it passes under the basement under the boiler room from hoppers and delivers them to the bin.

We design and build complete Coal and Ashes Handling Equipments for Power Plants.

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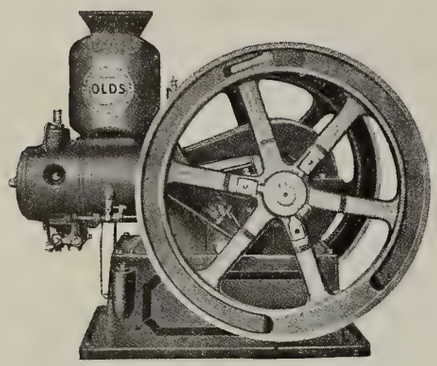
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SASKATOON
CALGARY
EDMONTON

Pennsylvania Railroad.

G.O. 406 cancels G.O. 397	———	Aug. 1-12	Canned fish, fruit and vegetables, P. R. R. stations to Montreal. Reduction.
G.O. 439 cancels G.O. 418	———	Aug. 1-12	Classes, P. R. R. stations to Montreal, P.Q.
Sup. 3 F. 48	———	Aug. 15-12	Class and commodity. Penn. Co. stations to points in Canada.
Sup. 1 G.O. 439	———	Sep. 1-12	Classes P. R. R. stations to Montreal, Que.
Sup. 3 [illegible] 44	———	Sep. 15-12	Iron and steel articles from P.R.R. points to stations in Canada.

Lake Erie, Alliance and Wheeling Railroad.

Sup. 10 100	———	Aug. 1-12	Class and commodity, L. E. A. & W. stations to points in Canada.

NEW PATENTS.

The following is a list of patents recently granted by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada.

141,681. N. Prezeau, Vancouver, B.C.—Jacks. Jos. Karmarche.

141,702. H. T. Barnes, Montreal, Que.—Medthods of and app. for recording marine conditions.

141,705. H. N. Bray, Montreal, Que.—Fire escapes.

141,706. Jas. E. Brown, New Westminster, B.C. Invisible trouser braces.

141,707. Wm. H. Bradt, Windsor, Ont. Sanitary garbage receptacles.

141,715. F. G. Costa, Montreal, Que.—Fire escapes.

141,716. M. R. Cowell, Prince Albert, Sask.—Connecting devices.

141,722. E. Favreau, Coaticook, Que.—Beef steak mangles.

141,745. F. Leslie, Vancouver, B.C.—Meat-slicing machines.

141,746. G. W. LeSuer, Hamilton, Ont. Ladders.

141,763. J. D. Oligny, Montreal, Que. Crushing machines.

141,775. Jas. Chas. Royce, Toronto, Ont.—Electric stove plates.

141,783. Thos. M. Stewart, Montreal, Que.—Hydrants.

141,792. F. C. Woodley, St. John, N.B.—Glass showcases.

141,814. Geo. W. Hoover, Embro, Ont.—Nut locks. Geo. W. Hoover, Thos. H. McKay, R. H. Green and Wm. Jno. Geddes.

141,818, F. Cords, Elmwood, Ont.—Clothes driers.

141,822. D. Smith, Toronto, Ont., and Wm. Jno Lockwood McKay, Orangeville, Ont.—Apparatus and methods for scientifically pasteurizing liquids.

141,824. Wm. H. Tucker and Wm. H. Gilmour, Vernon, B.C.—Water meters.

141,480. N. B. Bogart, D. of Muskoka, Ont. Stove pipes.

141,841. L. Bouchard, St. Marthias de Cabane, Que.—Log grapples.

141,851. Thos. Davie, Vancouver, B.C.—Garbage receptacles.

141,853. Jas. Dechaine, Sandwich East, Ont.—Nose snares for seizing and holding hogs and other animals.

141,856. F. Dupont, Montreal, Que.—Gun actions.

141,860. Jno. E. Fee, Montreal, Que.—Hydraulic motors.

141,862. Chas. Ed. Gate, Winnipeg, Man.—Radiator steam traps.

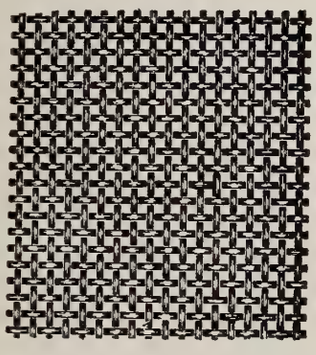
141,866. R. Goltman, Montreal, Que.—Glove stretchers.

141,875. M. Hebert, Valleyfield, Que.—Hay presses.

141,884. C. Kruse, Shegawake, Que.—Presses.

Canada Wire & Iron Goods Co.

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Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

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Wire Guards for Factory Windows, Moulders' Riddles, Laboratory Testing Sieves, Steel Factory Stools and Metal Lockers.

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The New Skylight

Acheson Barn Roof Lights

attached like an ordinary sheet of corrugated iron ---no soldering nor flashing. Moveable or stationary sash, plain or wired glass. Made for corrugated iron or any other form of roofing.

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President.

ALEXANDER LAIRD, General Manager.
JOHN AIRD, Assistant General Manager.

Capital,	- - -	$15,000,000
Rest	- - -	$12,500,000

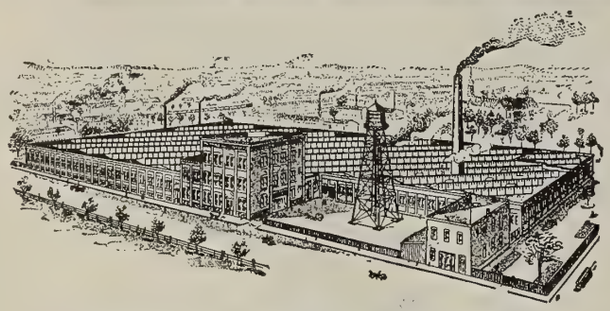
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ESTABLISHED 1875

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Issues Policies of Insurance after A CAREFUL INSPECTION OF THE BOILERS Covering LOSS OR DAMAGE TO PROPERTY and LOSS RESULTING FROM LOSS OF LIFE AND PERSONAL INJURIES. :: :: :: ::

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H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - - Chief Engineer
A. E. EDKINS - - Ass't Chief Engineer

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

365. **Church Pews.**—A Newfoundland clergyman asks to be put in touch with manufacturers of church pews; also desires catalogues and best export prices.

366. **Coiled Elm Flat Hoops.**—A Newfoundland cooperage asks for lowest quotation in quantities of 100,000 to 250,000 hoops in the following lengths: 4 ft. 8 in., 5 ft., 5 ft. 3 in., and 5 ft. 9 in., c.i.f. St. John's.

367. **Cream Separators, Churns, etc.**—A South African firm of wholesale general merchants desires to communicate with Canadian manufacturers and exporters of cream separators, churns and other dairy utensils. Catalogues, price lists and discounts requested.

368. **Fence wire, wire netting, etc.**—A London firm would be pleased to hear from Canadian manufacturers of fence wire, wire netting, and also wire nails, who are in a position to undertake export trade.

369. **Gas Traction Engines.**—A South African firm of agricultural implements and general machinery merchants desires to be placed in touch with Canadian manufacturers and exports of gas traction engines. Catalogues and price lists requested. Quotations should be f.o.b. seaboard.

370. **Graphite.**—A London firm, stated to have a regular market for from three to four thousand tons of soft, smooth graphite per annum, desires to be placed in touch with actual mine owners in Canada.

371. **Mica.**—A London firm is in the market for Canadian mica, and would like to hear from actual mine owners in the Dominion.

372. **Maple Strips.**—A London firm of timber brokers and agents wishes to get into communication with Canadian manufacturers and mill men who could supply them with clear maple strips—white.

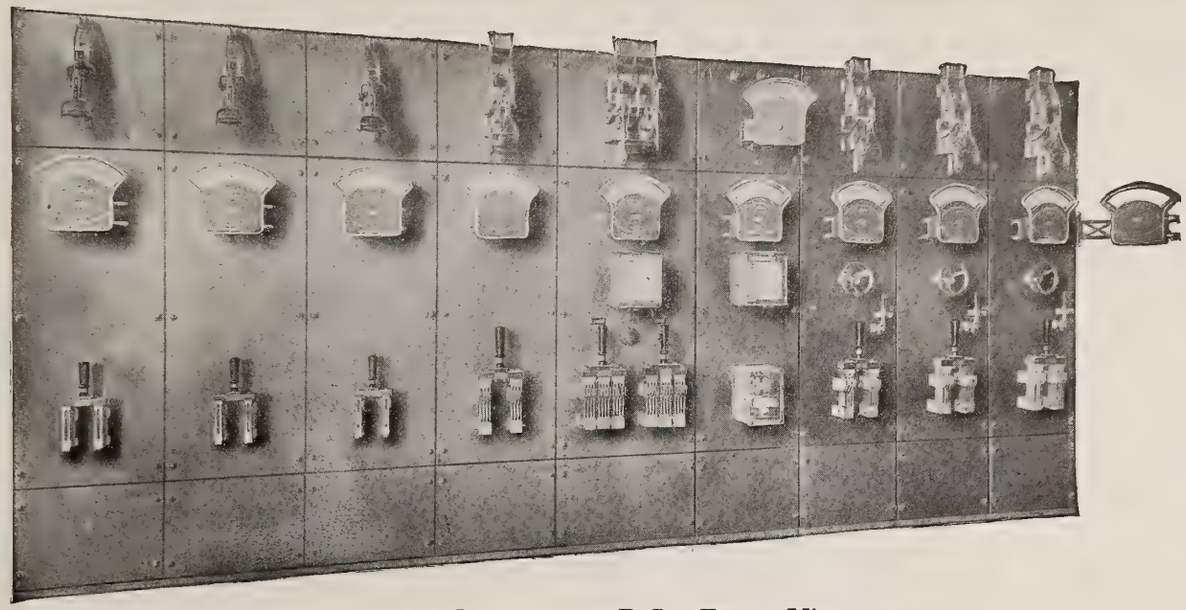
373.—**Paper.**—A Birmingham firm wants samples and quotations for three thousand reels of paper as follows: 76 lbs. paper 40½ inches, producing 500 sheets 52½ by 40½ inches diameter, centre 2½ inches.

374. **Planks and Other Lumber.**—A firm of commission merchants in Johannesburg wishes to get into communication with Canadian shippers of planks and other lumber suitable for South African markets.

375. **Printing Paper.**—An old-established and strong firm of importers in Brazil desires to be placed in touch with exporters of printing paper, who may be able to compete with the German and United States mills.

376. **Three-ply Veneer.**—A London firm is in the market for supplies of Canadian three-ply veneer.

377. **Timber.**—A Wednesbury, Eng., firm asks quotations on prime birch, 1-inch, 2-inch and 3-inch thick, c.i.f.



3,000 Kw.—220v—D.C. Front View.

Northern Electric Switchboards

You must have quality in a switchboard to insure satisfactory operation throughout its life.

We manufacture Power Switchboards of every description and equip our boards with the following apparatus of QUALITY.

Weston Instruments. **Condit Circuit Breakers**
Condit Oil Switches. **Taunton-New Bedford Knife Switches**

Slate, Marble and all other accessories are selected with quality as our only consideration. In addition the board is designed and built by experts.

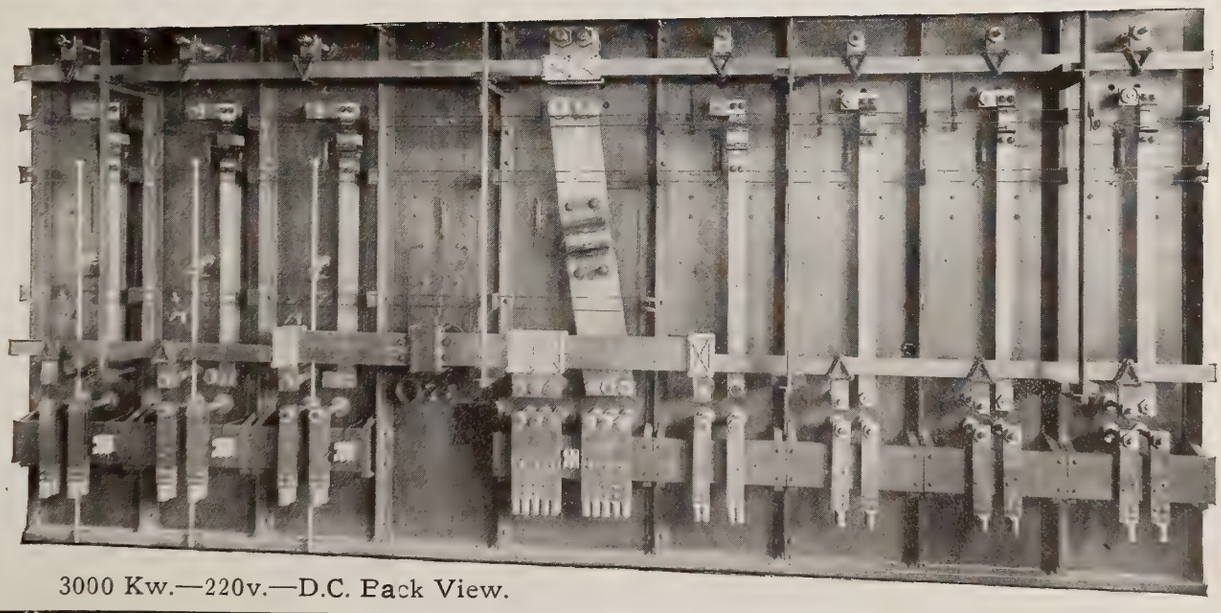
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Manufacturer and distributor of Telephone Apparatus, Electrical Supplies and Fire Alarm Apparatus for every possible need.

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3000 Kw.—220v.—D.C. Pack View.

KAHN SYSTEM
of REINFORCED CONCRETE
Steel Sash
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TRUSSED CONCRETE STEEL CO.
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BRANCHES EVERYWHERE

WALL PLASTER
"Empire" Plaster Board combines lathing and fireproofing in one simple operation.
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WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET
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The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.
Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by
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OTTERVILLE MFG. CO., Limited
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Catalogue B.
The Goderich Organ Co. Limited
GODERICH, CANADA
Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

378. **Wood Skewers.**—A Manchester firm wishes to receive prices and samples of wood skewers from Canadian manufacturers. Prices to be quoted c.i.f. Manchester. Terms, thirty days' sight, less 5 per cent. discount.

379. A French firm of Steamship Builders desires to get into touch with Canadian manufacturers of furniture suitable for steamboats.

AGENCIES.

1. **Furniture.**—A French corporation wishes to be put in touch with Canadian manufacturers of furniture and fittings for steamers and steamboats.

2. **Calcium Carbide.**—An old-established and strong firm of importers in Brazil desire to be placed in touch with exporters of calcium carbide. It is requested that small samples be forwarded with prices c.i.f. Rio de Janeiro.

3. **Provisions.**—A Canadian firm recently established in London desires to enter into negotiations with parties in the Dominion open to do export trade with the United Kingdom in provisions.

4. **Barbed, Plain and Galvanized Wire.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of barbed, plain and galvanized wire for fencing, baling wire, fencing standards, wire netting and other materials of metal ordinarily used for agricultural or railway fencing. Quotations should be f.o.b. seaboard. Catalogues, price lists and discount sheets requested.

5. **Agents.**—A Johannesburg correspondent desires to secure agencies for Canadian manufacturers open to do business in South Africa.

6. **Agencies.**—A well-known French firm, established in London, and agents visiting perfumers, confectioners, soap makers, and manufacturers of chemicals, would like to obtain the representation of first-class Canadian firms for the sale of goods which could be easily sold in France.

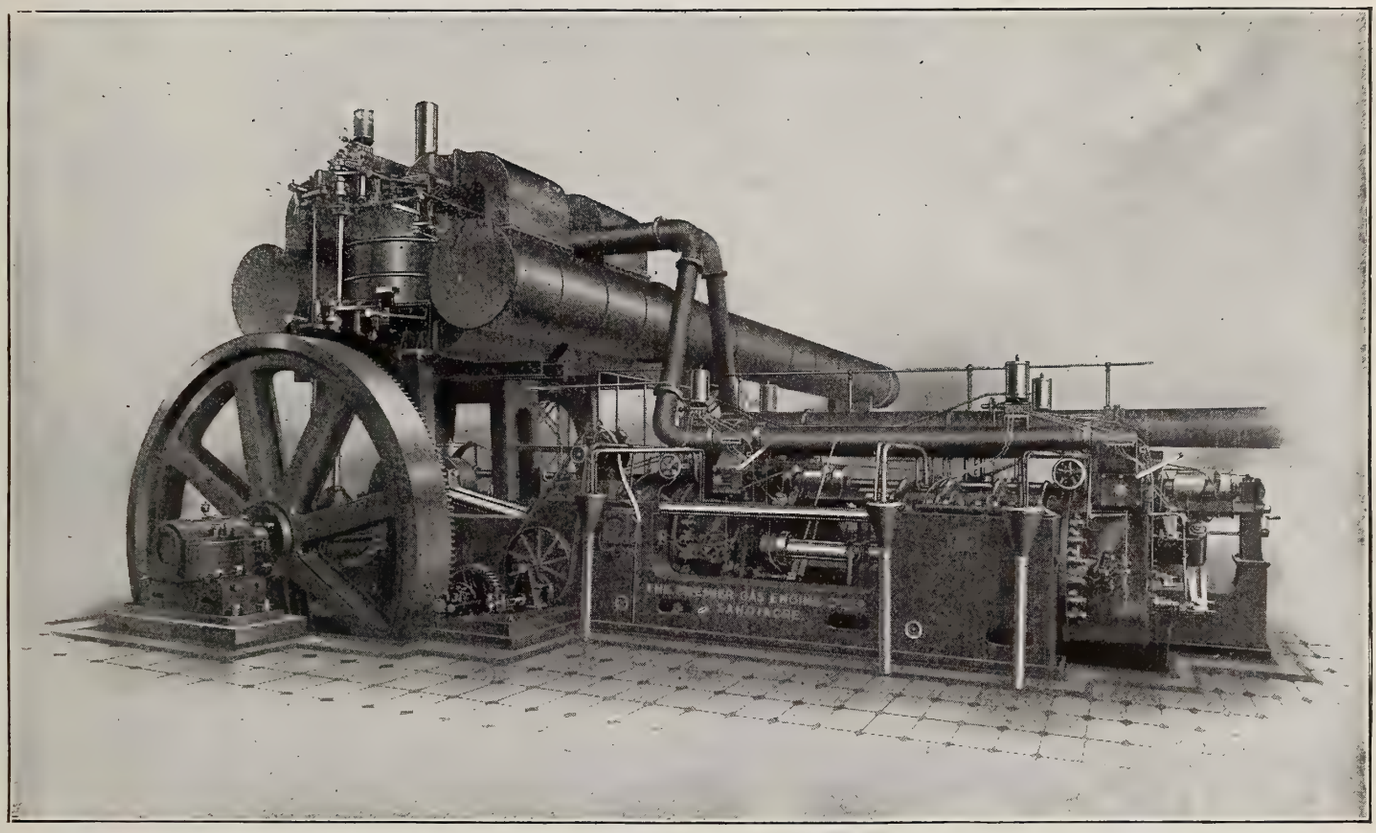
7. An agent in Johannesburg, South Africa, desires to get in touch with Canadian shippers of planks and other timbers suitable for South African requirements. He gives as references well known British and South African houses.

8. A Trinidad agent desires to be placed in touch with Canadian exporters of boots and shoes, ready-made clothing, tweeds, suspenders, underwear, cotton piece goods. His territory covers the West Indies, British and Dutch Guiana and Venezuela.

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One 40 H.P. Gasoline Engine, in perfect working order, complete with Magneto, Water Tanks, etc. Price, $500, f.o.b. Richmond, Que., for quick sale. Address, Boston Last Co., Richmond, Que.

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OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

CANADA FOUNDRY COMPANY, LIMITED

TORONTO, MONTREAL, HALIFAX, OTTAWA, COBALT, WINNIPEG
CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.





AMONG THE INDUSTRIES

J. S. Deschamps is building a planing mill at Rossland, B.C.

The Swift Canadian Co. are building a plant in Lethbridge, Alta.

The Northern Steel Company are building a rolling mill at Welland, Ont.

The McClary Mfg. Co., Ltd., are building a $15,000 foundry at London, Ont.

The Renfrew Woollen Mills are building a knitting factory at Renfrew, Ont.

The Standard Cement Company are erecting cement works at Chambord, Que.

The Dominion Bridge Company have increased their capital stock to $10,000,000.

The McLellan Lumber Company are building a sawmill plant at Ladner, B.C.

The Lake of the Woods Milling Co. will erect a warehouse on Dupont Street, Toronto.

Alterations, costing $40,000, are being made to the Hotel St. Francis, Vancouver, B.C.

The Nova Scotia Steel and Coal Co. are building a car factory at New Glasgow, N.S.

Parish & Heimbecker, grain merchants, are erecting an elevator in Fort William, Ont.

The Edmonton Leather and Shoe Co., Ltd., are erecting a $30,000 factory in Edmonton, Alta.

A sardine canning factory is being erected for the Canadian Sardines, Ltd., at St. Andrews, N.B.

The Bank of British North America is remodelling a building in Bobcaygeon, Ont., for an office.

The Dominion Textile Co., Ltd., Montreal, are building an extension to their mill at Magog, Que.

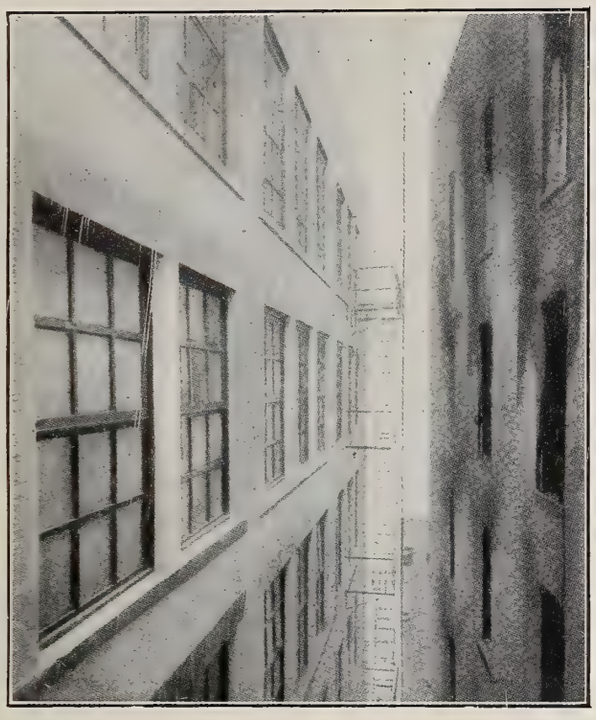
A. W. Kilgour & Bros. are building an addition to their furniture factory in Beauharnois, Que.

The Canadian Cereal and Milling Company are making alterations to their mill at Lindsay, Ont.

The Harris Abattoir Company are building an abattoir, costing $500,000, on St. Clair Avenue, Toronto.

The Consolidated Rendering Co., Boston, Mass, are building a factory, costing, $60,000, in Windsor, Ont.

The O'Keefe Brewery Company, Toronto, have received permission to increase their capital stock from $600,000 to $2,000,000.



AN ACTUAL TEST OF FIRE-PROOF WINDOWS

With but ten feet between these two buildings a hot fire which burned out the building on the right, had absolutely no effect on the other, as all its openings were protected with Fireproof windows.

THE *ORMSBY* "UNDERWRITERS" HOLLOW METAL FIREPROOF WINDOWS ARE BUILT STRICTLY TO THE FIRE UNDERWRITERS' REQUIREMENTS

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TORONTO and WINNIPEG

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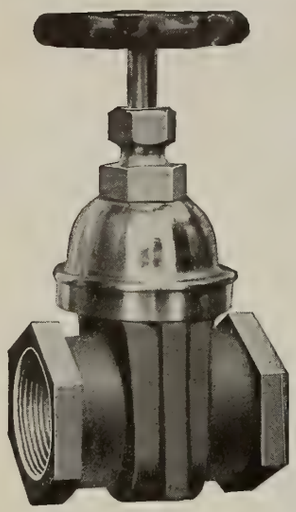
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Manufacture

DREDGES, DITCHERS, DERRICKS, Steam Shovels, Clam Buckets, Coal and Concrete Tubs, Steel Skips, Mine Hoists, Hoisting Engines, Steel Dump and Deck Scows,

Submarine Rock Drilling Machinery and other Contractors Machinery

AGENTS:

E. Leonard & Sons, St. John, N.B., and Calgary, Alta.
H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Limited, Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

A site has been purchased in St. John, N.B., for a cement plant by the New Brunswick Lime and Cement Co.

The Ryan Boiler Works, of Duluth, manufacturers of upright stationary boilers, are making arrangements to establish a factory in Winnipeg.

The Millerton Extract Company, limited, with $98,000 capital is seeking incorporation to carry on business at Millerton, New Brunswick. The old tanning extract company of Miller-

The Canadian Fairbanks-Morse Company have increased their capital by the issue of $1,000,000 of preferred stock. The company will increase its Toronto plant by the erection of a new factory, and make other extensions.

The capital stock of the Sidney Brick and Tile Company, Limited, has been increased from $50,000 to $200,000 by the issue of 1,500 shares of new stock of the par value of $100 each.

The New Brunswick Lime and Cement Company is being organized, with a capital of $500,000. It has purchased the property at Greenhead, near St. John, N.B., and will begin manufacturing lime and probably cement.

A plan is proposed to divide docks at what is called the Ledge on the St. Croix River, a short distance below St. Stephen, N.B. A company called the St. Croix Docks Company, Ltd., has been organized to promote this project.

Architects are now working on the plans for the McKellar Bedding Company's plant to be erected in Fort William at an early date. This company will erect on a site costing not less than $15,000, and the plant itself not less than $75,000.

Considerable inconvenience has been given the Whitby Braid and Edging Co. through mistakes about the location of their business. The address of this company is Woodstock, Ont., not Whitby, as was incorrectly stated in the August issue of INDUSTRIAL CANADA.

The Russell Motor Car Company are building an addition to their plant, consisting of a four-story machine shop, costing $100,000, equipped with the latest machinery for automobile manufacture. Two hundred more skilled workmen will be needed, bringing the total number of employees to over 1,200. The company is occupying its new office building.

The Canadian Stewart Co. are now completing the necessary details in connection with establishing a starch works in Fort William, Ont. Thousands of piles are being towed to the work. The starch Works will cost $150,000, and when completed will give employment to one hundred people.

The Jeffrey Mfg. Co. have moved ther Chicago headquarters and offices from the Fisher Building to the McCormick Building, recently completed, and which is considered the most modern and up-to-date fireproof office building in Chicago. Mr. S. S. Shive, sales engineer, is the district manager in charge of the Chicago office.

The Hammond Stooker Company have signed an agreement to be presented to the city council, Fort William, whereby they will construct a manufacturing plant at a cost of not less than $50,000, not including site; giving employment to one hundred men the first year, two hundred men the second year, and three hundred men the third and succeeding years.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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The Convention.

THE Annual Convention of the Canadian Manufacturers Association has become a national event. It attracts the attention of all classes. Its proceedings are fully reported in the press and are the subject of much editorial comment.

This is not surprising, although it is gratifying. The Association, from a small beginning, has developed into an institution. It represents great wealth, many people and much ability. On any subject of importance its opinion carries conviction, because it brings to bear on that subject the influence of intellect and experience.

The Convention showed that the Association is organized and united, is growing in strength and efficiency, and is determined to maintain the policies which have made its existence possible.

It was a Convention destitute of sound and fury, swift and certain in the transaction of business.

The past was reviewed, the needs of the present were met, and provision was made for the future.

As a Convention it was a success.

That Convention Laugh.

CERTAIN Free Trade papers have been greatly impressed by the laughter with which members of the Association heard the night lettergram that the *Grain Growers' Guide,* of Winnipeg, sent to the Convention. This message inquired if the manufacturers were willing to co-operate with the grain growers to reduce the tariff on British imports to one half that charged American imports, and to establish complete Free Trade with Great Britain in ten years.

Why shouldn't they laugh? If a man approached a manufacturer in business with an offer of co-operation in a great undertaking, and it was found that this man had furnished no security, credentials or authority of his ability to carry out his proposal, would not the proposal and its originator become ridiculous? Why should the Canadian Manufacturers Association consider seriously a lettergram from the *Grain Growers' Guide* unless it was definitely authorized by the grain growers assembled in convention. Sending the message to the Convention in the last day of its session was a sharp bit of journalistic stage play—a pretty, spectacular trick, quite familiar to the profession. Tricks are usually performed for the purpose of amusing some one, and the manufacturers thought probably that the editor of the *Guide* was merely doing a vaudeville turn to brighten the dying hours of the Convention.

The thought that any man could be serious in outlining a scheme of dislocating our commercial relations with Great Britain in a fifty-cent telegram, never occurred to them, and they concluded that the sender was a droll, kindly humorist, who must have his little joke, and they could scarcely refuse to laugh at a joke which they thought was cracked for their entertainment.

It is interesting to notice, also, that the lettergram was apparently given to the Canadian Press in Winnipeg, because it appeared in the newspapers before it was received

by President Curry, and the Free Trade newspapers were writing editorials on it before the Convention heard it.

The manufacturers did not laugh, and never will laugh, at the grain growers of the West. If the grain growers in a general convention, decide on a policy, the manufacturers will be glad to learn of that policy through the *Guide,* or any other medium, and to give it the most courteous consideration. The Canadian Manufacturers Association will meet the Grain Growers' Associations to discuss the British Preference or any other important national question. We believe that much good would be accomplished, and much misunderstanding and ill-feeling would be avoided if such conferences were frequent.

As regards the Preference, Canadian manufacturers are not in favor of establishing complete Free Trade with Great Britain or any other country. They want to see British manufactures replace American manufactures in Canada, but they do not want to see British manufacturers drive out their goods and stop the wheels of their factories. We cannot compete with the cheap labor of Great Britain. Free Trade would mean one of two things: reduction of wages, or the failure of many Canadian companies. We are not in favor of building up Liverpool, Birmingham and Sheffield at the expense of Montreal, Toronto and Hamilton. We do not believe that the Western grain growers, except those who are under the spell of political and economic visionaries, favor the destruction or the crippling of our national industries. At any rate, we shall be glad to talk matters over with them.

Mr. Wentworth's Address.

MANUFACTURERS have seldom heard a better address than that given on fire protection by Mr. Franklin H. Wentworth, Secretary of the National Fire Protection Association, at the Convention smoker.

He will probably repeat his stirring appeal for improved methods of fire prevention to various bodies of our members during the coming year, according to Mr. E. P. Heaton, Manager of the Insurance Department, who, as a director of the National Fire Protection Association, secured the presence of Mr. Wentworth at the Convention. INDUSTRIAL CANADA will not publish the address, so that members may hear Mr. Wentworth's statements direct, vitalized by his personality and oratorical skill. If you get an opportunity to hear him, don't miss it.

Save Us, Oxford.

VARIOUS love philters have been suggested to bind the West to the East, but the editor of INDUSTRIAL CANADA pins his faith on Oxford University.

Of late years, many Western students have won scholarships which enabled them to repeat their Bachelor of Arts courses at Oxford. A returned Oxfordized Westerner is now one of the common views on our main streets. Hear the man, who used to wear a sombrero and spurs and was accustomed to hail his friends with a joyous whoop at two blocks range, say "My wu-ud! Fawncy meeting you! I was just out walk-king before I have my tea," with an accent which is as noticeable as Niagara Falls.

Why not select a hundred Westerners, not the effete offspring of wealthy sub-division experts, but the untamed young broncho-busters of the prairies, chosen principally for strength of lung and sinew, and transport them annually to the ancient seat of learning, where they would undergo the regular processes. Take them after they are graded and stamped: "No. 1. Hard, Oxford," or No. 1 Northern, Oxford," and plant them about the West like peach trees, so that their fragrance might lull the angry tempest of secession as sweet scented oil calms the troubled waters.

Thus, in time, there would be situated at all strategic points that might serve as centres for spheres of influence, shrines, to which secessionists and all other poor, mad pilgrims might go to be made well and sane men.

Kindness to a Neighbor.

THE *Globe* complains that the editor of INDUSTRIAL CANADA is a disciple of Socrates. We do not object to having the sage or his methods on our side of an argument. When we get through with him, he might be loaned with advantage to the *Globe,* where wise men, some say, are needed.

Who Will Climb the Mountain?

HE'S gone. His timid voice is heard no more. The light of the world is out.

We refer to "R. W.", ex-manager of the Tariff Department.

The Minister of Customs has seized him; and the mantle of high office has once more enveloped his form.

Who will climb the mountains? Who will lead the band? Who will drink the ginger ale? Who will put everything and everybody in order? Who can fill his clothes? Who can wear his hat? Do they make him in pairs? If so, where can we find his mate?

What's the Answer?

THE Toronto *Daily Star* says: "INDUSTRIAL CANADA complains bitterly that it was misrepresented by the Toronto *Star.* We seem to have said that INDUSTRIAL CANADA advocated the removal of the British preference, whereas INDUSTRIAL CANADA really only asked a few questions.

"The Panama Canal will soon be open. How are Canadian manufacturers to hold the Western Canada trade?

Are these the remedies? Repeal, in whole or in part, of the British preference? Readjustment of freight rates? Establishment of branch factories in the West.

"All right, we apologize. But is it not about time INDUSTRIAL CANADA published the answers to these questions, which were asked in the July number?"

Before dealing with the above, we wish to express our appreciation of the *Star's* frankness and courtesy, and to thank that paper for the promptness and fairness with which it made our position clear to its readers. The manufacturers of Ontario recognize the value of the *Star's* news services and, while they cannot agree with many of its editorial policies, they admire its fighting methods.

In returning to the subject at issue, we would respectfuly submit that the man who asks questions is not usually expected to answer them. It seems a waste of time to publish the existence of a thirst, if the means of quenching it are at home. We asked the questions because we did not know the answers. Instead of giving us any answers, such journals as the Toronto *Globe*, the Manitoba *Free Press*, the Ottawa *Free Press* and the Montreal *Witness* called us a variety of names and exhibited an assortment of sarcastic fireworks. Failing to secure assistance from abroad, we shall gird up our loins, as the *Globe* would say humorously, and try to answer the questions ourselves:

Freight Rates. The readjustment of the freight rates from the manufacturing East to the consuming West will doubtless help Eastern Canada manufacturers to compete with British and foreign manufacturers, who can utilize the Panama Canal. The Canadian Manufacturers Association and the Western Graingrowers' Association are doing everything in their power to bring about this readjustment. INDUSTRIAL CANADA believes that while this readjustment will help, it will not be sufficient to keep Western purchases of manufactured goods in Canada.

Establishing Western Branches. Canadian manufacturers must place factories in the West if they wish to hold the trade, and convince Free Traders that moderate Protection is the best fiscal policy for Canada. As a matter of fact they are doing so, as the following figures, taken from the census of 1910, prove. They show the increase in the number of factories, the number of employees and the value of the manufactured output in the four Western Provinces during the last decade:—

Factories	*1900*	*1910*
Saskatchewan and Alberta	105	463
Manitoba	324	439
British Columbia	392	651
Employees	*1900*	*1910*
Saskatchewan and Alberta	1,168	10,230
Manitoba	5,219	17,325
British Columbia	11,454	33,312
Value of Output	*1900*	*1910*
Saskatchewan and Alberta	$ 1,964,987	$25,120,958
Manitoba	12,927,439	53,673,609
British Columbia	19,447,778	65,141,235

This is encouraging, and if the good work goes on the great industries of Canada will soon have their factories within striking distance of the Pacific Coast.

The British Preference. We ask for an extension of time to answer this question. It may be that the readjustment of freight rates and the establishment of branch factories will secure the great Western market for Canadian manufacturers. If they do, there will be no need to discuss the British Preference, so far as it affects the West.

We want to see less British and foreign manufacturers come in, and more "Made-in-Canada." How to accomplish this end should be the chief consideration governing all tariffs, including the British Preference. Let the first two solutions have a trial. If they fail we'll discuss others.

Buy at Home.

MEMBERS of the Association should take out policies in the Insurance Department. How can they expect the public to buy "Made-in-Canada" goods if they neglect to buy "Made-by-the-C. M. A." insurance?

Toronto's Building.

THE growth of new cities is to be expected. They grow like children, naturally. But the sudden growth of an established city is always phenomenal. It is as startling as the addition of a foot to a man's stature. Some years ago Toronto was a sleepy, beautiful, residential community, where everybody's antecedents and business were known. It made one or two false starts towards greater size, such as the "Belt Line" boom, which ended in failure. Then it became a metropolis overnight. It outstripped not only the cities of the East, but also the cities of the West. Last year, it issued permits for buildings valued at $24,374,539, far surpassing Vancouver, which came second with the splendid total of $17,652,642.

Up till October 1st, the building permits for this year in Toronto represented a value of $22,240,383, which is about four and three quarter millions more than Vancouver's total for 1911. For the month of August alone Toronto's building amounted to $3,822,975, as against $1,877,372 in August, 1911, an increase of $2,045,603. For September, it amounted to $2,922,563, an increase of $1,017,753 over September, 1911.

The Growth of Industry.

WONDERFUL has been the growth of Canadian industry between 1900 and 1910. Elsewhere in this issue we reproduce the facts and figures of our prosperity, as compiled by the Census and Statistics Bureau. They are a conclusive proof of the wisdom of those great men who conceived and established the National Policy. Such proofs should be kept prominently before us "lest we forget."

No Basis of Reckoning.

IT has been suggested that a duty be placed upon foreign agitators who are imported into Canada to stir up industrial disputes. By this means, it is argued, some of them would be kept out and a revenue would be raised on those who got in. No hope lies here. Suppose a duty of fifty per cent. were levied. Duty must be reckoned on value. Computing the amount of duty to be paid on an imported agitator, we find that fifty per cent. of nothing is still nothing.

Industrial Bonds.

CERTAIN Canadian industrial bonds have become first class investments, and are competing with the reliable first mortgage in the absorption of ready money. Not many years ago it was almost impossible to float industrials. Why the change?

The reason is not hard to discover. Since the baleful shadow of Free Trade has been removed, great industries have developed into prosperous maturity. They are well managed, and well financed. Their promises to pay are as good as bank notes. During the last ten years the manufactured products of Canada have increased in value by 142 per cent. Such a rate of increase enhances the assets of the manufacturer. His bonds are good and are in demand.

The Canadian National Exhibition.

IT is generally conceded that the Manufacturers' Section possessed the best exhibits at the Canadian National Exhibition this year. The excellence of the finished products, of the Main Building, and the intricacies of the manufacturing devices of the Process Building astonished and gratified visitors from all parts of the world. They saw what Canadian manufacturers can do with raw materials, under the kindly protection afforded by the National policy, to which both Conservative and Liberal parties have adhered since its establishment. The articles exhibited at the Great Fair represented, for the greater part, Canadian capital, Canadian material, and Canadian superintendence and workmanship.

The Healthy Child of Protection.

THE *Globe* Printing Company of Toronto, publishers of the *Globe,* manufacture an article for sale which is almost completely protected from British and foreign competition.

Before proceeding to demonstrate the truth of the above statement, we beg to differ with the writer of an editorial which appeared in the *Globe* on Sept. 13th. Prior to that date INDUSTRIAL CANADA suggested that the *Globe* might not support Free Trade so strongly if British and foreign daily newspapers competed in its "home market." The *Globe,* replying, said in part: "There is absolutely Free Trade in newspapers already. From Britain and the European continent and the United States all sorts of newspapers and journals come in duty free. The daily papers of Buffalo and Detroit are active competitors of the papers of Toronto in the Niagara district and the Western Ontario field."

It is true, of course, that there is no duty on newspapers entering Canada from other countries. The protective tariff is designed to protect the home manufacturer from outside competition, but this protection is not needed in the case of perishable articles. Like other daily newspapers, the *Globe* is a highly perishable manufactured article. Its news begins to grow stale, and its editorials to decay, almost as soon as they are on the street for sale. What competition of British and foreign daily newspapers does the *Globe* face? Listen to the Toronto newsboys in the morning: "Morning paper! *Globe, Mail* or *World.*" Little mention of London or New York or Chicago daily papers. No one wants the latter, unless perhaps the few Englishmen or Americans who wish to read the news of certain sections of their native land in detail, and even they, after they have been in Toronto a few years, prefer the *Globe's* cable and telegraph service. By the time the fastest express trains and steamers can get British and foreign daily newspapers to Toronto the news contained in them is stale and of little or no value. Who wants to read in the New York paper to-night what the *Globe* published this morning, or in a London paper what the *Globe* published last week? The Atlantic Ocean is the *Globe's* protection from British papers, and the several hours' journey between Toronto and the principal American cities is its protection against the daily newspapers of the United States. No British or American newspaper can compete with the *Globe* in either news or advertising service in Toronto, or for that matter, in the *Globe's* entire field, which, like that of all daily newspapers, is more or less local.

How happy is the *Globe's* position compared with that of other Toronto manufacturers! English woollen goods do not get "stale" in crossing the Atlantic. British and foreign iron and steel goods to the value of $5,369,558 entered Canada through the port of Vancouver during the fiscal year ending March 31st, 1911, via the Tehauntepec Railway, the Suez Canal and Cape Horn, without being depreciated in value during transportation. The Western farmer does not fling aside an American binder because it takes a couple of days to come from Chicago.

In other words, the *Globe* Printing Company, which manufactures a highly perishable article, enjoys the very effective protection afforded by the demands of time and space; while the manufacturers of non-perishable goods must, by the artificial means of the "Customs Tariff," secure the protection which Nature denied them.

As for the *Globe's* statement that Buffalo and Detroit dailies compete with Ontario dailies, we regret that this is partly true. But it is true only in the border towns, where

the effects of time and distance are practically eliminated; where, in fact, Free Trade principles apply to the daily newspaper business. What is the result? Detroit papers are rushed across the river and sold in Windsor and locality, and Buffalo papers are sold in and around Fort Erie. As a result, it seems impossible to build up great daily newspapers in Windsor or Fort Erie, or Niagara Falls, because they have no protection against their older, stronger, and wealthier competitors. The *Globe* is protected from this ruinous competition by seven hours' distance from Detroit, and three hours' distance from Buffalo. What Free Trade does to Canadian border newspapers, Free Trade would do to other Canadian border industries were the protective tariff removed.

Not only is the *Globe* a manufactured article protected by time and distance, but it is also protected by local inclinations and prejudice. Most people buy a daily paper for its news, but many still buy it for its opinions. Can the Buffalo or Detroit papers replace the *Globe* in the Scotch homes in Ontario? Perish the thought! It is still the "Scotchman's Bible." You might take a Buffalo paper, or a Detroit, or a New York paper, and point out that its news service was as good as the *Globe's,* and that its editorials were almost as heavy, and he would wave it away with—"Ay! it is a nice wee paper, but it's no' the *Globe*!"

Unfortunately, the same prejudices have not been deeply rooted in favor of other "Made-in-Canada" articles. We would hesitate to offer the same Scotchman two pairs of shoes, of Canadian and American manufacture, at equal prices, if the American shoes were slightly better, and trust to his prejudices.

If the *Globe* has been given almost complete protection for its products, of which all supporters of Protection and the "Made in Canada" doctrine may be proud, because the *Globe* is a worthy offspring of Protection, why should the *Globe* deny other manufacturers a measure of that which has enabled it to prosper?

Sir Wilfrid and the Navy.

"NEVER, never will I raise my voice in appeals to race or religious prejudices. We will discuss the matter calmly and with dignity, and I will try to do my duty as a Canadian and a British subject."

The above words were used by Sir Wilfrid Laurier in discussing his probable attitude towards the naval policy of the Government. This is the language of the statesman of history.

The country decided that Sir Wilfrid made a mistake on the question of Reciprocity. But it was the great mistake of a great man, who makes few mistakes but many successes.

It may be that the two parties will combine to protect Canada's commerce at sea in the matter-of-fact way policemen are hired, uniformed and drilled on land.

That Hudson Bay Route.

THAT the Hudson Bay route will be dangerous for ordinary vessels is indicated in the recent published reports made by Captain F. Anderson, of the Hudson Bay service, and Commander I. B. Miles, of the Hydrographic Survey, to the Dominion Government. Both men are experienced navigators, trained to tell an unvarnished tale. Commander Miles is very frank. In discussing the ice movements in the Bay, he says:

"I am of the opinion that it might be dangerous to a ship not so built (like an ice-breaker.) I certainly do not think that any cargo vessel of ordinary construction would have been able to find or force her way through the large ice field we met before Churchill."

In view of the fact that the Government seems actively bent upon establishing a transportation service via Hudson Bay, these are serious statements.

If Captain Anderson and Commander Miles are right, Sir Henry Hudson's estimate of the Bay, as described in the log of his ship, is not far wrong. Must the Bay be navigated by a fleet of ice-breakers?

Mr. Curry.

THE address of the retiring President was an effort worthy of a Cabinet Minister. It is questionable if many of them could produce such another. He gave a masterly review of the Association's activity during the year; he sketched in bold colors the future; and he approached our national problems, such as immigration, transportation, defence and fiscal economy, with dignity and effect.

The material was Canadian, the workmanship Canadian, and no better "home market" could have been found than the audience.

It was a "Made-in-Canada" speech.

The Wisdom of Mr. Long.

ADDRESSING the Toronto Canadian Club recently the Right Honourable Walter Long, Privy Councillor of the King, declared that the defeat of Reciprocity "will have a greater and more lasting effect on the history of the Empire than anything else which ever happened in its history before."

Mr. Long is no visionary. He belongs to the class of hard-headed, roast-beef Englishmen who have carried commerce successfully to the remote corners of the world. Consequently, he is a good judge of a bad bargain.

Mr. R. S. Gourlay

Senior Member of the firm Gourlay, Winter and Leeming, Toronto.

President of the Canadian Manufacturers Association, 1912-13

OF late, in referring to Mr. Robert Sloane Gourlay, people have formed the habit of saying, "There's a man who has come to the front rapidly."

In this case, public opinion is probably wrong. He has not come to the front, or climbed to the front; he has just been discovered.

For many years, this strong pleasant man has been actively qualifying himself for prominence in the life of Canada—not by consciously studying a part or mastering the petty tricks to win recognition, after the manner of small politicians and other pocket editions of public men,—but by quietly doing his work, day by day, and performing his duties as a man and a citizen of this country.

There is no public or semi-public position in Canada, outside of those occupied by the Premier and Leader of the Opposition, as important as that of President of the Canadian Manufacturers Association. This seems to be a strong and sweeping assertion, but a moment's consideration will reveal its truth.

The 1910 Census returns dealing with manufacturers show the following: establishments, 19,202; capital, $1,245,018,881; employees, 511,844; salaries and wages, $240,494,996; materials, $600,822,791; and products, $1,164,695,032.

It is safe to say that the Association represents 70 per cent. of the total manufacturing interests of Canada, as indicated by the last five items. Consequently, the President of the Canadian Manufacturers Association represents: capital, $871,513,216; employees, 358,290; salaries and wages, $168,346,497; materials, $420,575,953; and products, $815,286,522. Assuming that each employee supports, on the average, four persons, including himself, the President represents indirectly 1,433,160 persons, or one-fifth of the population of Canada.

What sort of man has been elected to a position of such responsibility? A sketch of his career is the best answer.

He was born on September 21st, 1852, in New York City. But he is not an American. The name, "Gourlay," forbids such a catastrophe. It smacks of the heather, and the hills, and the pipes, and the tartans and the other glories of "bonnie auld Scotland." Why shouldn't it? Doesn't it belong to the Gourlay Clan of Fife?

Mr. Gourlay's father was born at Leven-on-the-Sea, Fife, Scotland, in 1828; his mother in Glasgow. They were married in New York.

Robert S. Gourlay received his early education at the Louisa Street School, Toronto, where he won a city scholarship; and in the Toronto Grammar School. Later he attended the Montreal Model School for two years. Thus, the two greatest manufacturing cities in Canada contributed to his education.

He began his business career as an apprentice at cabinet-making, which he learned thoroughly. After acting as a book-keeper for James Shields and Company, he accepted a similar position with Mason, Risch and Newcombe, but later became a salesman for the latter firm. Because his health failed, he was put on the road, and thereby got an opportunity to investigate a wide selling field. At the same time, he audited the books of the firm, and, in 1877, was made general manager.

In 1879 he became general manager of the Mason and Risch Company and held that position until 1890 when the firm of Gourlay, Winter and Leeming was organized. This firm began to manufacture in 1903, Mr. Gourlay acting as director and general manager.

He was president of the Board of Trade of Toronto in 1911 and showed great energy and ability in that position. He is a member of the Toronto Harbor Commission, Honorary Governor of the Toronto General Hospital, Vice-President of the Associated Charities of Toronto, ex-President of the Presbyterian Church Extension Union, a member of the National Club, R. C. Y. Club, Granite Club, Clef Club, Empire Club, Canadian Club, St. Andrew's Society and Civic Guild.

His recreation is lawn bowling, a game which is the summer cousin of the great game of Scotland—curling.

The man who has fought the battle of life with such courage and success can be trusted with the direction of even the Canadian Manufacturers Association.



MR. R. S. GOURLAY

President of The Canadian Manufacturers Association, 1912-1913

MR. GOURLAY'S ADDRESS

Delivered at the Banquet held in the Chateau Laurier, Ottawa, on the closing night of the Annual Convention of the Association.

Premier Borden, Sir Wilfrid, Your Worship, and Gentlemen,—I rise as President of the Canadian Manufacturers Association to express our high appreciation of the honor conferred upon us by the gentlemen who are to-night our guests, and some of whom we shall have the pleasure of listening to later on in the evening. I would like on behalf of the Canadian Manufacturers Association to intimate to them that their life of public service has indelibly written upon the hearts of every member of the Canadian Manufacturers Association the highest possible appreciation of the spirit which has prompted them in all their labors. It matters little if at all times we cannot see eye to eye with each and every one of them in matters which are under their charge, but I can assure them on your behalf that we have not only honored them as men, but honored them by reason of the strength of their convictions and the earnest purpose with which they have discharged the high duties to which they have been called in the House of Parliament and in other places in the public life of our nation; and to-night it affords us the highest possible pleasure to express in this visible way our admiration of their public service and our hope that they may be spared for many years to guide the affairs of our Parliament, whether it be on one side or other of the house we care little, as long as they discharge the duties that make for the development of this national life of ours on such a basis as will be fair and deal fairly with all classes of our citizens. (Applause.) I would like on behalf also of the Association to thank the citizens of Ottawa and the Ottawa members of the Canadian Manufacturers' Association for their most generous hospitality extended to not only the members of this Association but, what is to us dearer and above all that, the ladies of our party. (Applause.) Not only has their hospitality been most generous, but most princely. I think, sir, I should have said, under present conditions, it has been royal in this the capital city; and although some of us came here fearing that there might be a warrant signed that would retain us here forever, (in the absence of His Highness perhaps this has not been obtainable), I would like to assure those who had that sentiment in their hearts, that they have so won us over in appreciation of their generous hospitality and kindness towards us that we wish almost we had been forced to stay.

As an amateur speaker, in the light of the talent that is upon the right and left of me, I am reminded of the story that was told me by one of my sons this week, that amateur speaking is very much like amateur carving; there is not a great deal to object to in regard to it, except that sometimes the color of the gravy does not match the color of the wallpaper, and in this connection, as an amateur speaker, for fear the color of the gravy might not fit the color of the paper, I will with your permission read largely the few remarks I wish to make to-night as President of the Association.

Our Association has reached a vigorous and fully matured manhood, and looks forward to the exercise of greater wisdom, influence and power in succeeding years. Why? Because it is non-political, embraces within its ranks all parties, and stands for policy independent of party—a policy whose chief plank is the conservation and utilization of all our heritage and resources, ethical as well as material, for the benefit of Canadians, within Canada and the Empire, for this and all succeeding generations, in order that Canadians may at all times be best fitted for their place and share in the world's work and welfare. (Applause.)

With this thought in mind, will you permit me to dwell a little on certain aspects of our industrial life, that, in my judgment, make it the duty of all Canadians to stand by and patronize "Made-in-Canada" products.

Earlier in the year, as the representative of the Canadian Manufacturers Association, it was my privilege and duty to welcome the manufacturers' delegation from Great Britain, and in welcoming them I urged them to cast in their lot with us and establish branch factories, as so many of our United States cousins had done to their pleasure and profit in recent years. I assured them that though they would necessarily compete with us for the Canadian trade, and in a large measure share our trade, yet we would welcome them with open arms, as I believed that with our expanding trade and national development there was room for us all, and there was so much in our industrial life that ought to appeal to them as manufacturers who had inherited British ideals.

"Made-in-Canada."

In the first place, I told them that quality occupied the foremost place in "Made-in-Canada" products. This had not only been our privilege, but our necessity. We entered a market already occupied. We sought trade with our people prejudiced in favor of foreign or British-made products. We sold to an intelligent, thoughtful and prosperous people who were so prudent and careful in their buying that they demanded 100 cents' worth of value for their dollar, and further there is as yet very little shoddy goods made in Canada. I pray God there may never be any made in Canada. (Applause.)

As a result, the Canadian-made product of to-day, in any line that had been manufactured in Canada for a few years, is equal in quality to the best, and, though here and there throughout the world, there might be in some lines an outstanding name, by reason of past reputation or lower general average in the specific article in that country, yet the products of Canadian factories average in quality as high, if not higher than in any other country.

I submit, that as this can be proved, is it not the duty of every Canadian, price and terms being satisfactory, to give to "Made-in-Canada" products the right of way in their purchases.

In the second place, I told them that, as manufacturers inheriting British traditions, we strove to be worthy sons of the Home Land, and so ever sought to trade with honour. In our product our desire was ever that our goods should be "all wool and a yard wide;" up to sample; no "big apples on the top of the barrel and runts at the bottom;" in fact, if a mistake or mischance occurred, the manufacturer endeavoured to make it good and, consequently, our courts had few cases on the docket of suits for damages through tricky or dishonourable dealing on the part of Canadian manufacturers.

I submit, that this is a valid reason why the "Made-in-Canada" product should have the confidence and patronage of every Canadian.

For the Benefit of All.

In the third place, I promised them labor conditions that were more fraternal in the matter of confidence and good-will between masters and men than could be found in any other part of the world. Under our moderate protective tariff, there was an honest desire that every class of citizens should share in its benefits. The result was that we had labor organizations and manufacturers conferring and working together on such important matters as technical education, workmen's compensation and other great social problems; and above and beyond this, we had such fraternal relationship within the factory walls over the many daily problems which divide masters and men, that our Government Labor Department's report for the year 1911 showed that out of 19,209 factories, employing 514,287 people, there were for all causes, disputes in but 42 factories affecting only 4,827 employees, or less than 1 per cent. of our working forces; and that the loss of time involved amounted to 52,673 days, or about 45 minutes in the year for each unit in our working organizations, a condition that has continued for some years.

Again, I submit that the "Made-in-Canada" product that has this record to its credit is worthy of the enthusiastic support of Canadians in preference to similar products from any other part of the world.

Good Wages in Canada.

In the fourth place, I assured our British confreres we could not promise them a low wage rate, for here in Canada we gloried in well paid service and a well filled pay envelope. A careful investigation of the wages paid in Canada contrasted with the wage paid for similar work anywhere else, making due allowance for cost of living in Canada, indicated that the wage rate in Canada was in the front rank of the best paid service in any country. In this connection it may be noted that the Government's Labour Gazette stated in its January number that wages had been steadily on the increase in Canada since 1909, and that, for the year 1911, out of 19,209 factories employing 514,287 people there had only been disputes in 27 factories involving 2,919 people, where wages or shorter or longer hours or re-arrangement of piecework prices had been in whole or in part a cause of difficulty—only one-half of one per cent of our working forces—a record of which, as manufacturers, we have reason to be proud, when it is borne in mind how regularly and how frequently the matter of wages is up for conference and adjustment in all our factories.

Again I submit that this record for the "Made-in-Canada" product, even were there no other, is in itself a good and sufficient reason why every effort should be made to influence Canadians to stand loyally by the "Made-in-Canada" product.

The British Preference.

During our conferences with the British manufacturers they asked us if we would favor an increase in the British Preference on articles not made in Canada. Our reply was that, whilst the Preference to Britain and other parts of the Empire had met with our sympathy and support, even though it had crippled some of our industries and would have extinguished others, as the Preference was at first applied, we were not in sympathy with any such increase, for in our national industrial development it was of vital importance that the list of articles manufactured in Canada be increased and enlarged as rapidly as possible. In fact, each month saw developments in this direction and the proper solution of the problem was for them to cast in their lot with us, establish branch factories and with their capital, knowledge and experience carry a share of the manufacturers' problems and difficulties as we have each day to meet and solve them.

I stated that at this time we were not prepared to admit that there was any article that could not, at some point in Canada and in time, be successfully manufactured, and for our rapidly growing population it was our duty to provide profitable work for these people, which could only be done successfully by enlarging the field of our industrial activities.

It was pointed out to them that our total population is under 7,200,000 people; that our annual increase from natural causes is about 90,000 and our immigration increase last year 351,000—an increase in one year of about 440,000, almost the equal of our entire industrial forces.

Fellow manufacturers, this is a startling comparison whether you consider it in the light of your opportunities or your obligations, and, as a manufacturer, I would say that you have not the right to share in the one unless you resolutely face the other and provide for the situation.

Old Country Men Like the City.

It was pointed out to them also that though many came to our shores to go on the land, yet the larger portion ultimately gravitated to our towns and cities, as evidenced by the slow growth of our rural population and the enormously rapid growth of our urban centres.

Attention was called to the fact that many a man who takes up land in the Western Provinces does not farm, becomes simply a grain-grower, which is not an all-the-year-round occupation, providing no opportunity for labour through a good part of the year; in fact, the Government is quite satisfied if the homesteader can prove he has been on the land six months in the year, so that were it not that public works and municipal and railroad enterprises furnish employment in Western urban centres, the situation would be a serious one,. With modern machinery, more land can be prepared and sown and the grain reaped and threshed in a day now with ten men than could be done a few years ago with a hundred men.

Under these conditions, the steady growth of urban centres was assured, and,therefore it was the duty of Canadians who were patriotic to manufacture more and import less of the "finished products required for consumption.' We, therefore urged our British visitors to enroll themselves under the banner of the "Made-in-Canada" movement and help provide employment for our new citizens.

I submit that in so far as the Canadian manufacturer seeks to meet this obligation he has one more good claim on the patronage of his fellow-citizens for his "Made-in-Canada" product.

Build Factories in the West.

In this connection, I stated it was the duty of the Canadian manufacturer to establish branch industries in Western centres and thus help solve the pressing problems of labour, lower transportation rates and a larger home market, and that we would enthusiastically welcome their co-operation as Canadian manufacturers.

I might advance other powerful reasons for a larger measure of support for the "Made-in Canada" product, but will refrain, except to say to you fellow manufacturers, as to myself, that we must practice what we preach.

In this matter. we must be true to ourselves and to our products, and wherever and whenever possible give the right of way to any and every article "Made in Canada"; when we truly lead in this matter our fellow citizens will surely follow.

Again may I say to you that for prudential and patriotic reasons you must enlarge your selling forces, get out into the great world beyond the home market, and measure up your product and your ability in world-wide markets. Those who have ventured have succeeded beyond their expectations and much of their strength to-day lies in their recognized position in these markets.

Also be more than true to our present Canadian achievements and standards. Have at heart the desire and resolute determination to progress onwards and upwards until the day dawns when the world shall admit that the manufactured products bearing the brand of the Maple Leaf and the motto "Made-in-Canada" are not only highest in quality, but that they also represent all that is best and most noble in national industrial achievement.

MR. GORDON, THE NEW VICE-PRESIDENT

He is the Head of a Great Textile Industry

There are in Montreal, as in all other parts of the Dominion, many men who, by making the most of their opportunities, have forged their way to commanding positions in the industrial and social life of the country. Every now and then the local papers proudly emphasize the fact, their usual method being to reprint the list of Montreal's millionaires, with added names to bring the list strictly up to date.

The method is not the best criterion of the worthiest citizenship, but in the present stage of Canada's development, when the prosperity of the nation, and the establishing of a proper equipose between urban and rural life, make so large a demand upon the best brains and the boldest spirits, it approximates much more nearly than in older countries to the public recognition of real eminence. For if the list be analysed, it will be seen that the larger proportion of the men thus singled out are those who have been real pioneers in civic and industrial and national development—men who, by far-seeing vision, untiring energy, and wise leadership have, in working out their own careers, added incalculably to the well-being of the nation by widening the opportunities of their fellow-men.

Analyzed from this point of view, the list of Montreal's millionaires contains few worthier names than that of Mr. Charles Blair Gordon, now known throughout the length and breadth of Canada as the President and Managing Director of the Dominion Textile Company.

Most men starting their business career in the circumstances in which Mr. Gordon started, would still have been plodding along contentedly absorbed in the daily round of a minor sphere. Mr. Gordon seized the opportunities that lay around him. He did not travel far in the pursuit of golden visions. Right in his native city he perceived possibilities that others did not realize.

He specialized in the cotton business when the outlook in that particular line was anything but cheerful, and he went straight forward to his goal, undeterred by what was then a circumscribed outlook, with keen competition to be met, and with, at times, such depression to be faced as drove many other men out of the business.

In time his genius and his faith were justified and the business to which his energies gave new life and hope began to flow in ever-increasing volume along the channels which he carved out for it. In no small measure are the great textile industries of Canada, now providing a good living for so many thousands of the people, due to the hard, persistent work of Mr. Gordon.

It is a characteristic of Mr. Gordon that he is always working at his full "h.p." Business with him is business with a big "B."

The same sense of restfulness and equipoise is characteristic of him in his business life. He is the very embodiment of "repose in action." He realizes as few men do the advice of Arnold Bennett, in his "Human Machine," that in order to lengthen and sweeten life, a man should avoid friction and fire.

Receiving his education in the High School at Montreal, Mr. Gordon started at an early age to learn the essentials of his business by engaging with the wholesale dry goods firm of McIntyre, Sons & Co. As soon as he became well grounded in that business his initiative and capacity for organization at once began to assert themselves. His prospects with the firm were good, but he yearned for a larger field. So he started out on his own by organizing the Standard Shirt Company, and after managing this for a time with singular shrewdness, he took that and some other concerns and bound them into a prosperous whole by merging them into the Canadian Converters Company.



MR. C. B. GORDON
Dominion Textile Company, Montreal
Vice-President of The Canadian Manufacturers Association, 1912-1913

The subsequent development of his career are a part of the industrial history of Canada—how, in the forming of that great organization, the Dominion Textile Company, he took a leading part, becoming its first managing director, and building it up on the sound, progressive lines that has

made it one of the largest and most successful industrial concerns in Canada. To-day, still under his care as managing director, this great company, of which he became President in 1909, has a gross business of probably eight or nine millions of dollars, and gives employment to thousands of people. Its enormous factories in Montreal are among the sights of the city, and have contributed in really gigantic measure to the city's prosperity; and incidentally to the prosperity of the large agricultural population which finds so profitable a market in the metropolis.

But even this big organization has not been sufficient to exhaust all Mr. Gordon's capacity for work. He has taken a helpful part from time to time in many other concerns, and is to-day a Director of Montreal Cotton Company, Vice-President of Penman's Limited, and President of the Hillcrest Collieries Limited. He is also a Director of Molsons Bank, of the firm of C. Meredith, Limited, and of the Travellers' Life Assurance Company.

Of the Canadian Manufacturers Association he has long been a member, and has earned the Vice-Presidency to which he has just been elected. He has lectured with great acceptance on "The Business Management Problem."

Yet with all these activities he retains his youthfulness, and takes great enjoyment in recreative sports, notably in motor-boating.

ONTARIO'S MILITARY VICE-PRESIDENT

He will Fight the Battles of the Association

Among the songs sung at the banquet which closed the last Convention of the Canadian Manufacturers Association in Ottawa, was one which ran, in part, somewhat thus, "O, Jimmy Woods, you have the goods." The author of the ode in question reveals a profound knowledge of his subject. The goods are unquestionably in the possession of the individual referred to—"Jimmy Woods." He got them by going out after



LIEUT. COL. J. W. WOODS
Ontario Vice-President, C.M.A., 1912-1913

them, which is acknowledged by all the greatest thinkers of the age to be a good way.

It should be noted that outside of complimentary ballads and a select circle of Ottawa society, he is not referred to as "Jimmy." On the contrary, he is Lieut-Col. James W. Woods, the W. standing for William, a name subscribed by other conquerors at various times since the stone age. Colonel Woods began life at Kildare, a place easily located on the authorized map of Ireland. It was back in '63, although that doesn't make a great deal of difference either way. The name of the place is important, because it became subsequently attached to a mining company of which "J. W." was president. "J. W." is another way of indicating the heads of Woods Limited and other highly rated concerns. Colonel Woods was in Montreal when his foot encountered the bottom rung of the ladder at the top of which were "the goods" hereinbefore mentioned. We understand that he was a drummer. He was probably a pretty good one, for which reason he is now giving orders instead of receiving them. His career as an employee was long enough to enable him to ascertain a whole lot about commercial and business affairs, and at the end of the period he was ready to do some branching out. In 1895 the firm of Woods Limited, Ottawa and Hull, made its appearance. It is now a big thing, turning out supplies of various sorts for lumbermen and contractors, and it is only one of a number of baskets in which the Woods eggs are carried. The others are of every variety of legitimate enterprise. They have contributed toward placing Col. Woods in the class of capitalist.

Col. Woods succeeded in most, if not all, of his ventures. Everybody knows that he is a good business man. He wouldn't have guided the finances of the Canadian Manufacturers Association or have become a vice-president of the Association otherwise. Along about 1906 Colonel Woods, not being then a Colonel, decided to earnestly study the art of war. He was then gazetted as Lieutenant in the Governor-General's Foot Guards. The G.G.F.G., it should be remembered, is no ordinary regiment. It looks back with a sort of quiet toleration to the deeds of Cæsar's tenth legion. It has in it a lot of the best blood in the capital, to be spilled if necessary. Lieutenant Woods, in 1906, was Captain Woods in 1907, and three years later he was Lieut.-Colonel, commanding the regiment. In order to know all that need be known in the work of commanding a regiment, Col. Woods betook himself to England in 1909-10 and was attached to the Coldstream Guards at the Wellington Barracks. He was presented to the late King, and Mrs. Woods, formerly Miss Ida Edwards, second daughter of Mr. J. C. Edwards, of Ottawa, was presented at Court at Buckingham Palace. Colonel Woods came back from his stay with the Coldstream Guards quite prepared to hold his own at field work with a lot of officers who had been in the militia a long while. He got on well with the Guards. In his military career he has displayed the same energy which has carried him to the front as a manufacturer and financier. It would be hard to keep him from becoming an admiral of the fleet if he took the notion that he would like to be an admiral. Not that Colonel Woods confines all his attention to making millions and com-

manding regiments. He has spent a lot of time in helping other people along. He has always interested himself in hospital work, being a kind-hearted man, born, as already stated, in Kildare. He has been President of the County of Carleton General Protestant Hospital in Ottawa, and a Governor of St. Luke's Hospital, and in 1907, his first year as President of the Ottawa Board of Trade, he presented a chair of dentistry to the County of Carleton Hospital. He is an Anglican and active in church affairs, a delegate to the synod, etc. As a director of the Y. M. C. A. his work has been most useful. Ottawa's Y. M. C. A. is one of the finest and best-equipped in the Dominion He has also been found taking a practical interest in education, a director of Ashbury College, Ottawa. He belongs to all the better clubs in Ottawa, and in Ottawa society perhaps none is better known.

Being something of an independent, Col. Woods has not figured very prominently in politics. He is known to favor the development of Canada's trade relations with the Mother Country. If he went into politics he would probably make a success of it.

THE GUARDIAN OF THE FUNDS

He is Three Times a Life Member

The treasurer of any organization, as the guardian of money bags, has cast about him the lustre of gold. Whether he is popular or not, his signature is always welcome. Mr. George Booth, who has been re-elected Treasurer of the Association, is as popular as his signature, which is high praise. No man can sign a cheque for a good cause more quickly or a cheque for a poor cause more slowly than he, and he performs either action with kind benevolence, befitting a man of sober and just mind.

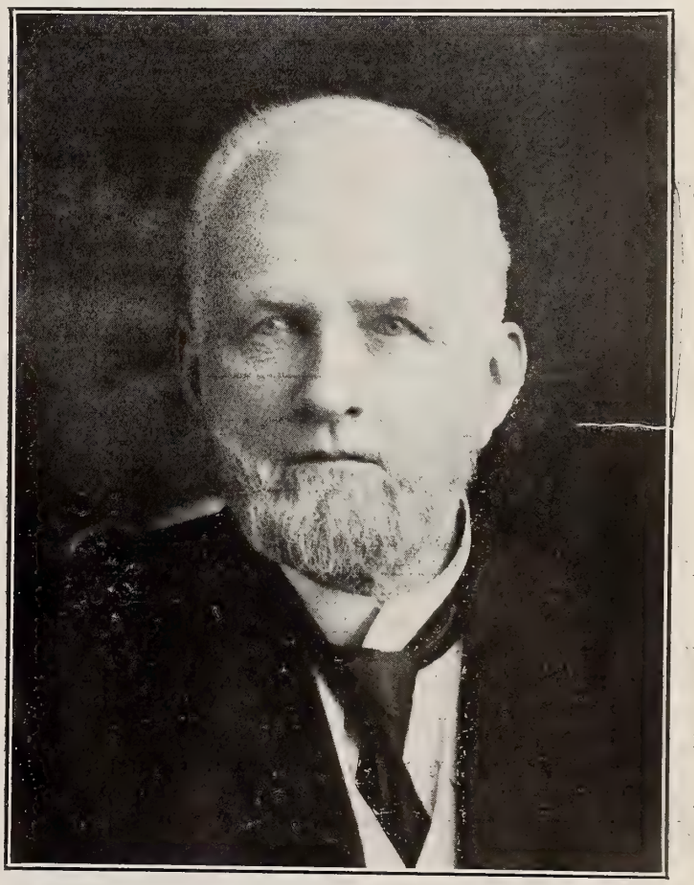
There is another thing about him—he's a triple life member, holding life membership in the Canadian Manufacturers Association, the Canadian National Exhibition Association and the St. George's Society. The last gives him away. Yes, he's an Englishman—with a dash of United States, the result of many years' sojourn in that country. His grandfather was a coppersmith in the fine old town of Cranbrook, Kent, England, where his father, Henry G. Booth, was born in 1811, and learned the trade. Our treasurer was also born there in 1838, but went to London in 1841 with his parents. After three years in London, Henry Booth left England and went to Pittsburg, Pennsylvania. It is interesting to notice that he and his family journeyed from New York to Pittsburg in a canal boat, a mode of travel which was common before the development of transportation in the United States.

Little George Booth had a fine trip in the canal boat, and employed his time in seeing everything that was to be seen and hearing everything that was to be heard

From Pittsburg, the Booth family went to Cincinnati, but Henry Booth decided that he wanted to get under the Union Jack again and came to Toronto in 1846, via the steamer "Chief Justice Robinson." As there was no National Policy at that time, manufacturing was languishing and Henry Booth was forced to leave Canada and seek employment in Buffalo, where his children were educated; and the Buffalo schools must be given some credit for George Booth's facility in handling figures.

Henry Booth came back to Toronto in 1854 and opened a business under his own name. In time he took his two sons, Henry W. and George, into the firm which was known for a number of years as "Booth & Sons." These offices were at 181 Yonge Street, for which they paid a rental of $300 per annum. This annual rental would not purchase three-fifths of an inch frontage on Yonge Street on the old site. In 1884 the firm was changed into a joint stock company and was known as the "Booth Copper Company, Limited," until October, 1910, when an amalgamation was consummated with Wm. Coulter & Sons (who were in the same line of business), under the name "The Booth-Coulter Copper & Brass Company, Limited." The firm is now composed of four: George Booth, President; his son, Walter E. Booth, Secretary; Wm. Coulter, Vice-President; and his son, Wm. C. Coulter, Treasurer. The firm maintains a Montreal branch in addition to the head office in Toronto.

Though seventy-four years of age, Mr. Booth looks about fifty-one. He is in his office nine hours a day, every day, rain or shine. Business worries leave little impression on him, for he is a man of cheerful and open countenance. He is President of the British American Metal Company, Toronto, and is Director of the Canadian National Exhibition Association, where he has represented the Association for thirty-three years. Though not a rabid politician, he usually votes Conservative, and while he is not a religious fanatic, he is a very good Baptist.



MR. GEORGE BOOTH

The Booth-Coulter Copper & Brass Co. Limited, Toronto

Treasurer, C.M.A., 1912-1913

His home is his club, and his chief diversion is a good game of cricket, though he appears at matches always as a spectator and never as a player.

A hale man, he goes his way, does his work, has his fun, and keeps a keen eye and a firm hand on the treasury keys.

MR. PARKHILL IN MANITOBA

Where a Campaign for New Members will be Launched

J. H. Parkhill, the newly elected Vice-President for Manitoba of the Manufacturers Association, is a typical Canadian. He was born in Wellington County, Ontario, and received his education wholly in Canadian schools.

It is 21 years since he first left Ontario for western Canada. He spent three years in Winnipeg, and in 1894 went east and spent a few months associating himself with the Alaska Feather and Down Company, Limited. Later in the same year



MR. J. H. PARKHILL
Alaska Bedding Company, Limited, Winnipeg
Manitoba Vice-President, 1912-1913

he returned to Winnipeg and opened the western branch of the Company as President and Managing Director. The western Company is known as the Alaska Bedding Company, Limited, and the huge factory is one of the sights of Princess Street north. It is regarded as one of the most comfortable and sanitary factories in the west, and the business has gone forward under Mr. Parkhill's management by leaps and bounds, and is now reaching out into the other provinces.

Notwithstanding his heavy business responsibilities, Mr. Parkhill has made time to be a good live citizen with plenty of public spirit. He is Chairman of the Manitoba Branch of the Manufacturers Association, and has done much to make that branch live and efficient. He is an active director of the Winnipeg Industrial Bureau, which is doing so much in bringing the opportunities of Winnipeg and Manitoba to public attention. He is a member of the Canadian Industrial Exhibition Board, and took a deep interest in the passing of the by-law for the purchase of the splendid new grounds where the exhibition will be lodged for the future. For a number of years he was a director of the Y. M. C. A., and still takes a deep practical interest in the work of that body.

His club life is confined to the Carlton and the Adanac. Though not an active politician, Mr. Parkhill has strong political affinities which naturally are conservative. He is a member of the Presbyterian Church.

He has a hobby, and it is lawn bowling, and he has captured many honors in various local and provincial tournaments.

TWO MARITIME PROVINCES

Mr. S. H. Elkin, Vice-President of New Brunswick and Prince Edward Island. A Young Man in a Responsible Position.

Although Mr. S. H. Elkin has been a rolling stone he has gahered considerable precious moss.

He started life in the business of marine insurance and adjusting. Then he became purchasing agent for the Dominion Steel Company. He spent two years in Mexico for a New York syndicate, and then went to the American Glues Company, of Chicago and Boston. In 1905, he purchased a controlling interest in the Maritime Nail Company for the Capewell Horse Nail Company, of Hartford, Connecticut, and became general manager. This year he purchased control from the Hartford interests.

In addition to conducting his own business, he is President of the Motor Car and Equipment Company and Vice-President of the Wilson Box Company, Limited.

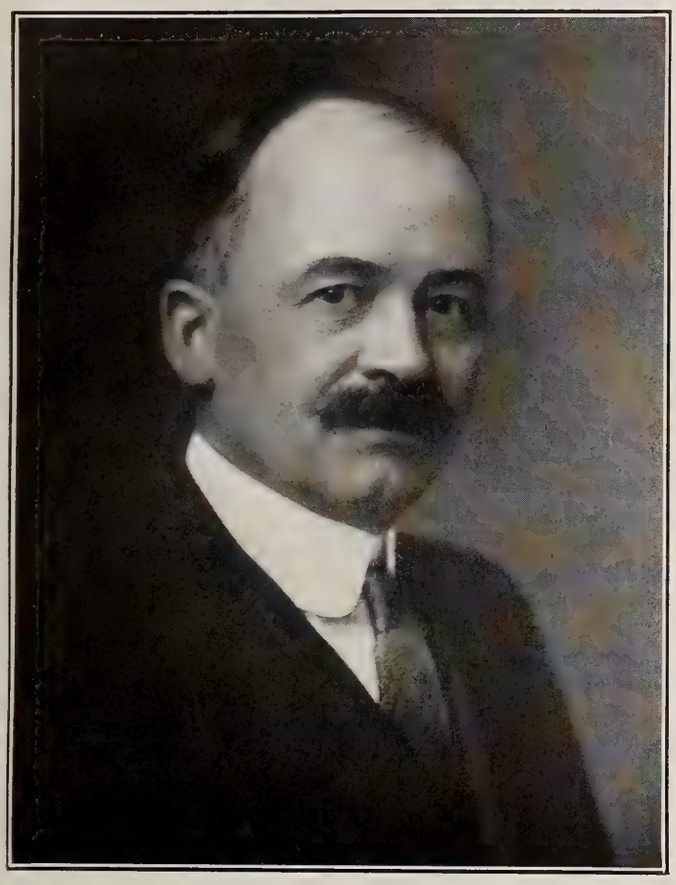
Although a Methodist in religion and an independent in politics, he does not worry too much over either of these branches of human endeavor, and tries to get some enjoyment out of this "vale of tears."

He is a great sportsman and spends his spare time automobiling, fishing, shooting and curling.

For a young man, he has gone far in life already, and the Association has made no mistake in electing him Vice-President for New Brunswick and Prince Edward Island for 1912-1913, as his executive ability and good judgment will secure results.



Parliament Buildings, Ottawa



MR. A. C. FLUMERFELT

The Hastings Shingle Manufacturing Co., Vancouver, B.C.

British Columbia Vice-President, C.M.A., 1912-1913



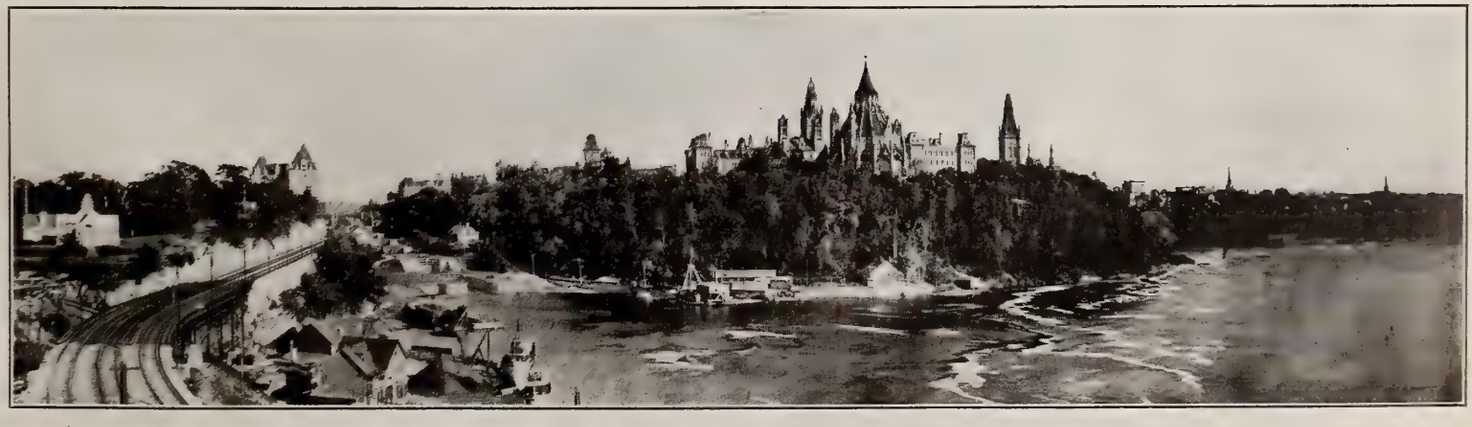
MR. WILLIAM GEORGESON

Georgeson & Co., Limited, Calgary

Alberta and Saskatchewan Vice-President, C.M.A., 1912-1913

TWO BUSY VICE-PRESIDENTS

Alfred Cornelius Flumerfelt, British Columbia Vice-President of the Association, has been in business most of his life, and is now connected with a formidable list of companies. Born in Markham, Ont., and educated in the local schools, he went west at an early age, and was manager of the Manitoba branch of Ames, Holden & Co., from 1883 till 1886. From 1886 till 1900, he was manager of the British Columbia branch of the same Company. Then he tried mining as well as industrial enterprises. The result is that he is interested in the Granby Consolidated Mining, Smelting and Power Company, International Coal and Coke Company, the Pacific Marine Insurance Company, the Western Mortgage Corporation, the Hastings Shingle Company, the British American Trusts Company, Ames, Holden & Co., the Miner Rubber Co., Trusts and Guarantee Co., Eastern Townships Bank, Redmond & Co., Hutchinson Co., Patterson Shoe Co., Canadian Consolidated Rubber Co., and the Empire Trusts Company. He has acted as President of the Victoria Board of Trade, Vice-President of the Royal Jubilee Hospital, Victoria, and on the British Columbia Forestry Commission. In his province he is the staunch friend and supporter of McGill College. He is an Anglican and a Free Mason, and belongs to the principal clubs in Victoria, Vancouver, Winnipeg and Montreal.



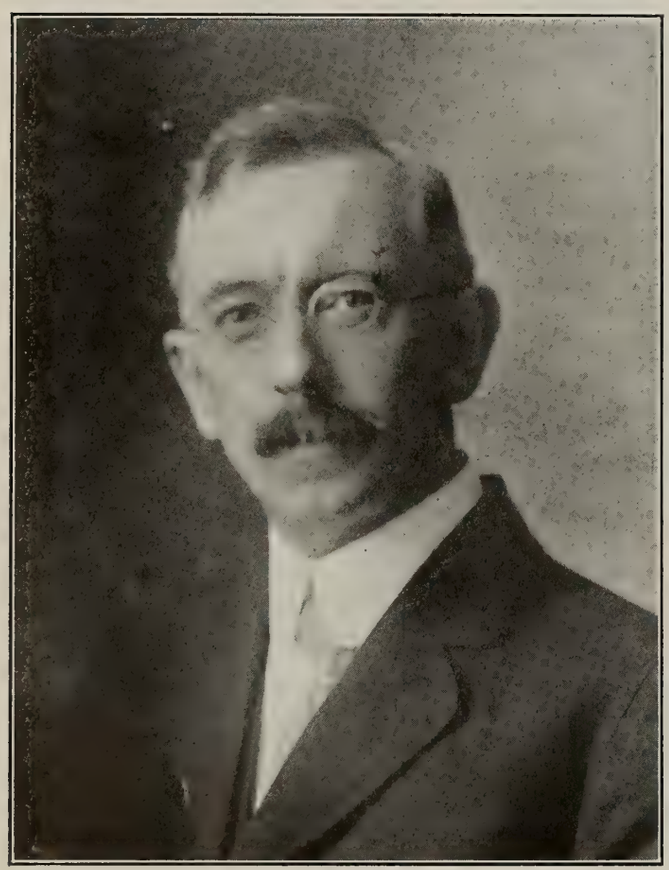
Ottawa—View from Nepean Point

MR. FRASER OF McGILL

Is in Charge of the Manufacturing Interests of Quebec

Being of Scotch descent, it was natural that Mr. D. J. Fraser should go to McGill University after receiving his preliminary education in the high and public schools of Montreal.

At twenty-three years of age, he entered the service of the Singer Manufacturing Company and is still with it. This was in 1886. Just eight years later he was made manager of the



MR. D. J. FRASER

The Singer Manufacturing Co., St. Johns, Que.

Quebec Vice-President, C.M.A., 1912-1913

Company, and when the Company's million and a half dollar plant was established at St. John, Que., he was moved to that city.

His Scotch blood is partial to curling, and his skill at the game secured his election to the presidency of the St. John's Curling Club last year. He is also a director of the city's amateur athletic association.

He attends the Presbyterian Church, and is an elder in Crescent Street Church, Montreal, but he votes Conservative.

When asked what his hobby was, he replied, "Compiling statistics and figures."

It is a strange hobby, but it probably made him manager of the Singer Company.

IN NEW OFFICES.

Brigdens Limited, Toronto, formerly known as the Toronto Engraving Company, Limited, are installed in their new building, 160-164 Richmond Street West, Toronto.

AMERICAN RAILS PREFERRED.

How protected manufacturers of the United States can ship rails across the Atlantic Ocean and undersell the Free Trade manufacturers of England is indicated in the following extract taken from the London *Standard*, of September 5th:—

"The question of giving contracts to British firms though their tenders are higher than foreign ones was raised at Manchester City Council again yesterday. Councillor Bowie moved, on behalf of the Tramways Committee, that the tender of the Lorain Steel Company, of Johnstown, U.S.A., amounting to £10,231, be accepted for special track work. The Tramways Committee had, at the last meeting of the Council, recommended that the tender be given to Messrs. Edgar Allen and Co., of Sheffield, at £11,038, but the Council referred the matter back. At a subsequent meeting of the Committee there was an equal vote, and as the Chairman declined to give a casting vote there was no motion before the Council until Mr. Bowie raised the matter. Alderman Wilson said he was loth to send trade out of the country, but this was a matter of principle; and if they did not want to consider the American tender why did they invite it? The Ship Canal would benefit by the tender going to America. Alderman Bowes, Chairman of the Tramways Committee, said that the Lorain Company would commence to deliver in three months after receipt of the order, and would complete delivery in eight months. The Sheffield firm would begin delivery in four months and complete delivery in twelve months. The American tender was accepted almost unanimously."

DEATH OF MR. CLEVELAND.

Mr. George Foster Cleveland, President of the J. L. Goodhue Co., Ltd., passed away at Danville after a brief illness. The deceased, who was born in Danville, was in his sixty-first year, and for the past forty years had been associated with the company of which he was one of the founders. He was a brother of C. C. Cleveland, late member for Richmond and Wolfe, and was one of the best known residents of the district. He was prominently associated with church work, being a member of the Anglican Communion. Throughout a long business career he had personal direction of one of the principal industries of the Danville district. Twenty-five years ago he married Miss Wadleigh, of Kingsey Falls, who, with two daughters, Muriel and Kathleen, of Danville, survive.

A NEW CANADIAN COMPANY.

The C. O. Bartlett & Snow Company of Canada, Limited, have been granted a Dominion Charter to deal in, manufacture and install elevating and conveying machinery, power transmission machinery, engines, boilers, hoisting machinery, brick machinery, garbage reduction and destruction machinery, paint machinery, grain and cereal machinery and to carry on a general line of engineering, manufacturing and construction work.

The head office of the Company has been opened at 282 St. Catherine Street West, Montreal, with Herbert S. Hersey, General Manager.

This Company is the outgrowth of the Canadian business of the C. O. Bartlett & Snow Company of Cleveland, O.

BANKS AND FOREIGN TRADE

By H. M. P. ECKARDT

Canadian Banks are doing much to assist and promote export trade, but they will do more when they are able to follow Germany's example of establishing many branches or subsidiary institutions abroad

ONE of the interesting phases of European banking is seen in the activity displayed in developing over-sea and foreign business. The three leading nations of Europe have given a goodly share of attention to this matter. England has extended a welcome to banks of many countries. In London are to be found offices maintained by German, French, Russian, Canadian, South African, Australian, Indian and other foreign and colonial banks. Then, banks have been formed with head offices in London having for their principal object the transaction of business in South America, the Orient, Africa, and various colonies of the Empire. The great French banks also have been active in extending and developing France's trade with her colonies and with foreign countries. But it is in Germany that the banks and the industrial companies are most closely allied. The German great banks have devoted an especially large share of their energies towards the encouragement and fostering of Germany's trade with the outside world; and a study of the methods employed by them for this purpose should prove interesting and instructive.

Apart from the Imperial Bank of Germany, or the Reichsbank, as it is familiarly designated, the Deutsche Bank, of Berlin, is the most powerful bank in the German Empire. In his book "The German Great Banks and their Concentration," Dr. J. Riesser explains that the founders of the Deutsche Bank regarded the promotion of Germany's industrial and commercial relations with over-sea countries as their foremost aim. They incorporated in the bank's charter a paragraph dealing with this part of its programme:

"The object of the company is the transaction of all sorts of banking business, particularly the fostering and facilitating of commercial relations between Germany, the other European countries, and over-sea markets."

The descriptions given by Dr. Riesser and other German writers, of the methods by which the German banks have stimulated the development of the coal mining, iron and steel, electro-technical, chemical, textile and other industries of their country, are exceedingly interesting, but it is necessary here to confine the discussion to the subject of the endeavors of the banks to assist the German manufacturers and merchants in trading abroad. The efforts of the Deutsche Bank in this direction were ably seconded by the Disconto-Gesellschaft, another of the great German banking institutions. It should be remembered that when these banks began their work the industrial and commercial interests of Germany were obliged to transact their foreign and over-sea business largely with English and French banking institutions. As Dr. Riesser explains: "While bills in terms of German currency had no foreign market, English bills, particularly, had almost boundless and unlimited circulation, since English banks were represented in one form or another in all parts of the world.

Setting Up Banks.

The first step to be taken was the establishment of banking machinery at London which would grant credits at that centre to German importers and exporters. At an early stage of its career, the Deutsche Bank established an agency at London; but the attempt proved unsuccessful. The bank then acquired an interest in the German Bank of London and endeavored to accomplish its purpose through the operations of this auxiliary institution. The next move was the establishment of branches in Yokohama and Shanghai. By means of these branches it was intended that "the German exporter who had calculated the selling prices of his goods in marks might be paid abroad in marks, while the importer might credit the foreign seller at the bank with the amount of the invoice in marks and meet payment in marks upon bills subsequently drawn by the seller." But these branches in the Far East were seriously affected by the continuous depreciation of silver. A portion of the capital invested in them was thereby destroyed; and in 1874 the branches were closed.

In the meantime the Disconto-Gesellschaft had made a beginning at the work of building up an extensive German banking business in South America. It formed the La Plata Bank in 1872. But results were not satisfactory and the enterprise was disposed of to the Deutsche Bank two years later. Heavy losses were encountered, and the concern was liquidated in 1885. Thus it will be seen that the first important efforts of the German banks to encourage and develop international trade through establishing branches and subsidiary concerns abroad ended in failure. The programme of the bank was not, however, abandoned. In 1887 it founded the Deutsche Uebersee Bank with paid-up capital of 6,000,000 marks ($1,500,000). This institution was formed "for the purpose of fostering commercial relations with South America, especially Argentina." In 1893 this subsidiary was reorganized with larger capital under the name Deutsche Ueberseeische Bank. The capital was increased to 20,000,000 marks, and afterwards, in 1909, to 30,000,000 marks. This bank has paid dividends of from 6 to 9 per cent. since its reorganization. It has 8 branches in Chile, 4 in Argentina, 4 in Peru, 2 in Boliiva, 1 in Uruguay, 1 in Ecuador and 2 in Spain. The firm name of the branches in foreign countries reads: Baneo Aleman Transatlantics. It is quite probable that the Canadian banks avail themselves of the services of certain of these branches in effecting collections of bills drawn on South America. About six years ago the big German parent institution, in association with Speyer & Co., of New York, founded the Banco Mejicano de Comercio é Industria for the special purpose of promoting German commercial interests in Mexico. This bank took over the business of the Deutsche Ueberseeische Bank in the City of Mexico.

What Germany Has Done.

In order to show how active the great German banks have been in prosecuting this policy of establishing subsidiary banking institutions for encouraging German trade, the following list of participations by the Deutsche Bank and other German banks is given:

In common with six other German banks it participated in the founding of the Deutsche-Asiatische Bank at Shanghai. This bank at the end of 1908 had 12 branches—Berlin, Hamburg, Tientsin, Tsingtan, Hankow, Hong-Kong, Calcutta, Tsinanfu, Peking, Yokohama, Kobe, and Singapore.

In 1894 six of the banks above referred to founded the Banca Commerciale Italiana, with head office in Milan. At the end of 1908, this bank had 35 branches, including one at Constantinople and capital of 108,000,000 lire (say $21,600,000). The Banca Commerciale Italiana in its turn formed the Banca Commerciale Tunisina with head office at Paris, and designed to promote trade with the French colony of Tunis. It is also interested in the Banco Commerciale Italo-Brasiliano, which operates in Sao Paulo, Brazil, and would there be in contact with Canadian interests.

The German banks, along with the German East African Trading Co., founded in 1904-5 the Deutsche-Ostafricanische Bank with branches at Zanzibar, Mombassa, and Dar-es-Salam. In the same period the Deutsche-Westafricanische Bank was established, to facilitate trade with the German colonies in West Africa. Another important over-sea bank founded by the Disconto Gesellschaft is the Brasilianische Bank fur Deutschland, with capital 10,000,000 marks and five branches in Brazil. The same big German bank took a leading part in forming the Bank fur Chile und Deutschland, capital 10,000,000 marks and 9 branches in Chile.

The Banca Generala Romana was founded in Bucharest to promote trade with Roumania; the Banque Internationale de Bruxelles, in Brussels, to promote German-Belgian trade; the Banque de Credit, at Sophia, to look after German trade in Bulgaria.

Dr. Riesser refers to the investment of the Dresdner Bank in Sovereign Bank of Canada shares as follows: "In 1905 it (the Dresdner Bank) entered into a close alliance with the banking house, J. P. Morgan & Co., of New York, London and Paris, for the purpose of common action in the field of international finance and issue operations, and of extending the German market for American securities. This alliance led to the common participation of the two parties in the now liquidated Sovereign Bank of Canada at Montreal."

Besides the banks above referred to the German banks have founded the Deutsche Orient Bank for promoting trade with Turkey, Greece, and Egypt; the Deutsch-Sudamerikanische Bank for operations in South America; and a number of other banking institutions organized for extending Germany's trade with various foreign countries—in the Western Hemisphere, in Europe, Asia and Africa. The banks have also founded or participated actively in the founding of railway companies, telegraph and cable companies, mining companies, trading companies, and manufacturing companies operating in the various foreign countries served by German banks. One may easily perceive from the foregoing that the German bankers have applied themselves earnestly and systematically to the upbuilding of their country's foreign trade, and that their methods of doing so have had excellent results.

What Can Canadian Banks Do?

In considering the question, How can Canadian banks assist manufacturers in building up foreign trade, the experience of Germany is inevitably recalled to the mind. In a subsequent article I shall endeavor to explain by what methods this network of German subsidiary and auxiliary banks aids the German manufacturers in conquering and holding foreign markets. In the remainder of this article I am obliged to confine myself to a brief discussion of what the Canadian banks have done, what they are doing, and what they might do to extend Canada's trade abroad. In their ordinary intercourse with the manufacturers and exporters they are of great service in facilitating foreign trade. The advances they grant facilitate and make possible the manufacture and assembling of goods destined for export. They facilitate the export trade again through standing ready to buy or collect all bills drawn by exporters on almost any foreign country. Then, the branches outside Canada are of great assistance. The London branches, of which there are six—Montreal, Commerce, Royal, British, Dominion, Union—assist the banks' manufacturing and other customers in procuring new capital in England. They assist with the flotation of new stock or bonds, and transfer the proceeds of the same to Canada. They act as references and furnish reliable information to European investors and capitalists regarding Canadian concerns in good credit. They facilitate the Canadian importers' work by issuing commercial credits and by purchasing bills drawn on Canada; and they are ready to supply information to their manufacturing and exporting customers in Canada regarding possible new markets for their output or products. The branches in the West Indies, in Newfoundland, Mexico, and the United States also are actively engaged in promoting Canadian trade wherever the opportunity to do so presents itself. They facilitate exchanges, buy bills on Canada, collect bills drawn by Canadians on points in their territory, give information about markets for Canadian goods and about the standing and responsibility of foreign or colonial firms and companies. All this is of great assistance. There is reason to believe that the Canadian banks, where they have branches abroad, encourage and assist Canada's trade almost as efficiently as the German banks encourage Germany's trade. But the Canadian banks are not found in every part of the world as are the German institutions. There are many countries which do not permit the establishment of branches of foreign banks in their territory. The Germans, and to a certain extent the English and French, get over this difficulty by forming subsidiary concerns. Canadian banking has not reached that point as yet. It is to be remembered that Canada is young. The resources and power of banks have been growing rapidly in the past ten years. Contemporaneously the industrial equipment and the foreign trade of the country has developed greatly. It is quite possible that with the growth of this trade and the expansion of Canadian interests into new fields abroad the banks will give more thought to the matter of extending their foreign business, either through the establishment of branches or through the formation of subsidiary concerns to operate in foreign countries.

RECIPROCITY WITH TRINIDAD.

Mr. T. Geddes Grant, Port of Spain, Trinidad, writes as follows to INDUSTRIAL CANADA:

"We had quite a fight over Reciprocity here. The American commission men sent down a delegate and used their influence to the best of their power to make our cocoa planters believe that if we entered into negotiations with Canada the United States would retaliate by placing a duty on our cocoa, and as the United States are our best customers for this article, naturally our cocoa men got very much frightened. Besides this, there is an influential German element here, and they did not like to see the Mother Country getting a preference on goods, in some cases similar to what they could produce. These men worked very hard against us, in fact the German Consul canvassed a petition to the Governor, praying that we enter into no relations with Canada. In the Chamber of Commerce the vote was taken unfortunately when several of those in favor of Reciprocity were out of the island and only carried by a majority of two, but in the Legislative Council it was carried by a majority of nine.

It is rather amusing now to see various firms that voted against Reciprocity at the Chamber of Commerce meeting sending up representatives to Canada to look after business.



CHAIRMEN OF STANDING COMMITTEES, 1912-1913

CHAIRMEN OF STANDING COMMITTEES

MR. W. C. PHILLIPS

PHILLIPS MANUFACTURING COMPANY, LIMITED, TORONTO.

Chairman, Tariff Committee, 1912-1913.

Mr. William Charles Phillips was born in Kingston, Ont., 1858, and received his education in the Grammar School of that city.

He has been a business man practically all his life.

In 1874 he accepted a position with the Montreal Telegraph Company, Montreal, where he remained for five years. Then he came to Toronto and entered the firm of C. G. Cobban and Co., which later became the Cobban Manufacturing Company, Limited. Finally, it became the Phillips Manufacturing Company, Limited, with Mr. Phillips at its head. He has a tendency towards becoming head of things. It is practically a habit. Perhaps this is why he is Chairman of the Tariff Committee.

He belongs to the National Club, Toronto, the Anglican Church and the Conservative party.

MR. J. S. McKINNON

S. F. M'KINNON AND CO., LTD., TORONTO.

Chairman, Technical Education Committee. 1912-1913.

Mr. John Sylvester McKinnon was born in Blyth, Ontario, and educated in the Blyth Public School and Clinton Collegiate Institute.

Then he entered his father's general store in Blyth, where he worked until about twelve years ago. At that time, his uncle, the late S. F. McKinnon, considered that Blyth was not large enough for J. S. McKinnon. The uncle had built up a great business by his energy, prudence, and judgment, and he wanted to keep it in the bonds of the family. He was fortunate in having a nephew who was a chip off the old block.

Mr. McKinnon has always taken a deep interest in the affairs of the Association, and, in 1908, his ability was recognized by election to the chairmanship of the Toronto Branch.

He takes most of his recreation in the National and Royal Canadian Yacht Clubs.

The Presbyterian Church receives his support and the Liberal party his vote.

MR. THOMAS FINDLAY

MASSEY-HARRIS COMPANY, LIMITED, TORONTO.

Chairman of the Parliamentary Committee, 1912-1913.

At forty-two, Mr. Thomas Findlay is vice-president and assistant general manager of the Massey-Harris Company, Limited. This, in itself, is enough to stamp him as an extraordinary individual. He is.

At the age of sixteen he took a position in the post office at Sutton West, where he worked four years as clerk and telegraph operator. When he was twenty he came to Toronto and entered the employ of the Massey Manufacturing Company. He was still a telegraph operator. But this firm recognized executive ability, which partly explains their success in commerce. For thirteen years they experimented with the telegraph operator till he was familiar with every department. Then they made him assistant to the president of the company. This was in 1903. Four years later he was made Assistant General Manager; two years after that a director of the company; and in 1912, he received his final promotion—the Vice-presidency.

And all this happened since December, 1870, when he was born at Bond's Lake, York County.

Mr. Findlay takes a deep interest in work of philanthropic and social character. As Vice-President of the Toronto Housing Company, he is actively engaged in the attempt to secure better lodgings for the poor. As President of the West End Y. M. C. A., Toronto, he does what he can to help young men. As a member of the Financial Board of the Presbyterian Church of Canada, he helps to spend the "Auld Kirk's siller."

He is a director of the Johnston Harvester Company, and has many other business interests. Just in closing, it may be mentioned, that, although he is a Liberal, he does not cast his hat very high in favor of Reciprocity.

MR. S. R. PARSONS

BRITISH-AMERICAN OIL COMPANY, LTD., TORONTO.

Chairman, Railway and Transportation Committee, 1912-1913.

Mr. S. R. Parsons is one of the Canadians who obeyed the American exhortation: "Go West, young man! Go West." But he returned to the East.

Born at Port Hope, Ont., he received his education in the "United Grammar and Common School" of that place. As a youth, he went to Winnipeg and entered the wholesale stationery business. From stationery to oil would be a change that would daunt most men, even if they were experts, but Mr. Parsons went to Toronto and helped to organize the British American Oil Company, Limited. He is now President of the Company and has mastered the difficult processes of refining oil.

Mr. Parsons has been Chairman of the Ontario Board of Directors of the Canadian Fire Insurance Company, of Winnipeg—one of the strongest Canadian companies—for the past ten years or more.

He is a member of the Executive of Riverdale Business Men's Association, Toronto, where the refinery of the British-American Oil Company is located.

He is a member of the Board of Trade of Toronto, and the Canadian Club.

In religion he is a Methodist, being a trustee of Sherbourne Street Methodist Church, Toronto; Director of the Methodist Social Union, and Honorary Deputy Treasurer of the Methodist Missionary Society of Canada.

Mr. Parsons has never been an active party politician, being something of an independent, but, generally speaking, he has voted with the Liberals until the last general election, when he opposed the Reciprocity pact.

MR. P. W. ELLIS

P. W. ELLIS AND COMPANY, LIMITED.

Chairman of the Workmen's Compensation Committee, 1912-1913.

Mr. Philip William Ellis began life as an apprentice in the jewellery business. He will end life a rich and successful man.

Born in Toronto in 1856, he received his early education in the Misses Reeves' Private School, which many Toronto men will remember, the Toronto Model School and the Toronto Grammar School. After finishing his apprenticeship he established the firm of P. W. Ellis & Co., in conjunction with his brother, Mr. M. C. Ellis, in October, 1877. This concern grew until it was re-organized as a limited joint stock company, with Mr. P. W. Ellis as President.

Mr. Ellis is not only a business man, but he is also a public man. He was First Vice-President of the Manufacturers Association in 1893, and was tendered the Presidency at the end of the same year, but declined owing to business engagements; he was elected President of the Manufacturers Association in 1900-1. As Vice-Chairman and Treasurer of the Ontario Power Commission he published their final report in 1906. As Vice-President of the Queen Victoria Niagara Falls Park Commission, he has done much to preserve the beauty of the Falls. He is Chairman of the Toronto Electric Commissioners, a position for which he is well fitted because he was a member of the first Hydro-Electric Commission appointed by the Whitney Government. He has been active in the Canadian Manufacturers Association for over twenty-five years and has been chairman of its most important committees. In club life he is a member of the Canadian, Empire, Queen City Curling, Queen City Bowling, Rosedale Golf and Toronto Cricket Clubs. As a member of the Executive of the North Toronto Liberal-Conservative Association he takes a moderate interest in politics.

Asked what his hobbies were he replied: "My work in the Canadian Manufacturers Association; conservation of the water powers of our Province for the people, and the developing of the Hydro-Electric policy of the Whitney Government."

In conclusion, one might remark that these "hobbies" would be classed as "hard labor" by a man of less ability and energy.

MR. J. F. M. STEWART

POINT ANNE QUARRIES, LTD., TORONTO.

Chairman, Commercial Intelligence and Industrial Canada Committee, 1912-1913.

Mr. James Frederick Martin Stewart was once editor of INDUSTRIAL CANADA, but he has lived it down.

His career does much to disprove the theory often expressed with more or less bitterness by business men, that a Bachelor of Arts is null and void in regard to practical matters.

After taking his preliminary education in Harriston, Ont., where he was born, Mr. Stewart graduated from the University of Toronto in 1900, at the age of twenty-one years. He spent a year in Osgoode Hall, Toronto, but abandoned the legal profession and entered the service of the Canadian Manufacturers Association in 1901, where he remained till 1906, acting as secretary of the Toronto Branch, Editor of INDUSTRIAL CANADA and General Secretary of the Association.

During 1907 and 1908 he superintended the organization of the Reform Association in Toronto. Any man who undertakes to general the Reform battle line against the rock-bound ramparts of "Tory Toronto" is not lacking in courage—or in optimism. Mr. Stewart had both qualities. Although his organization did not capture any of the chained and padlocked seats of the Tory stronghold, it made an impression which won the respect of its opponents. In this position Mr. Stewart had an opportunity to display two of his outstanding characteristics—a talent for organization and the ability to handle bodies of men.

No one saw this more quickly than Mr. M. J. Haney, of Toronto, prominent Liberal, civil engineer and financial magnate. He noticed Mr. Stewart and seized him. This was in 1908.

At present Mr. Stewart is manager of the Point Anne Quarries, Ltd., assistant to the President of the Port Credit Brick Co., Ltd.; a director of the Miller Cartage Co., Ltd.; and a director and treasurer of the Canadian Interlake Line, Ltd.

In addition to his business connection, Mr. Stewart finds time for public affairs. He is secretary and president of the Empire Club of Canada, and a member of the Executive Council and Committees of the Association.

He belongs to the National, Ontario, Canadian, Empire and Royal Canadian Yacht Clubs, attends the Presbyterian Church and has not forgotten that he is a Liberal.

COMING INTERNATIONAL EXHIBITIONS.

The 23rd Universal Food Exhibition will be held at the Royal Horticultural Hall, Vincent Square, Westminster, Southwest England, from Oct. 29th to Nov. 2nd, inclusive. For information address C. Herman Senn, 329 Voxhall Bridge Road, London Southwest.

The Agricultural and Industrial Exhibition will be held at Khabarousk, Siberia, 1913. For information apply to the Commercial Intelligence Branch, Board of Trade, 73 Basinghall St., London, E. C.

DOMINION EXPRESS RATES.

The Dominion Express Company has issued a pamphlet for the convenience of shippers, containing rates and other information in convenient form. Members of the Association may secure copies from the Company's Traffic Department, Yonge and Wellington Streets, Toronto.

INDUSTRIAL ACCIDENTS.

According to the record of industrial accidents maintained in the Department of Labor that for the month of August showed that 88 workmen were killed and 305 injured, compared with 108 fatal and 272 non-fatal accidents during the month of July; or a decrease of 20 in the number of fatal and an increase of 33 non-fatal accidents compared with the record for July. The largest number of fatalities occurred in the building trades and in the steam railway service, there being 11 workmen killed in the former and 25 in the latter. In the metal trades and steam railway service, the largest number of non-fatal accidents occurred, the record being 65 in the case of the former and 53 in the latter.

BRAZILIAN MARKET FOR MOTOR CARS.

The French Consul at Sao Paulo, Brazil, reports that the use of motor cars is spreading widely in that region. On December 31st last there were 493 motor cars in use in the town of Sao Paulo, 57 at Santos, 60 at Pelotas, 99 at Porto-Alegre and 8 at Curityba.

THE MANUFACTURES OF CANADA*

By DR. ARCHIBALD BLUE

The Chief Officer of the Census and Statistics Bureau Declares that Canada has Begun the Century well, a Statement Which is Proven by the Remarkable Figures Presented. Growth and Prosperity are with us

IN preparing the schedule for the census of manufactures twelve years ago I had the advantage of a conference with the officers of the Manufacturers' Association. Some points of difference arose, but I believe that in every instance agreement was reached as to terms and their meanings, and I have not heard of a case where business men could not answer a question because they failed to understand it, or at least to understand the meaning of it as it was explained for census purposes.

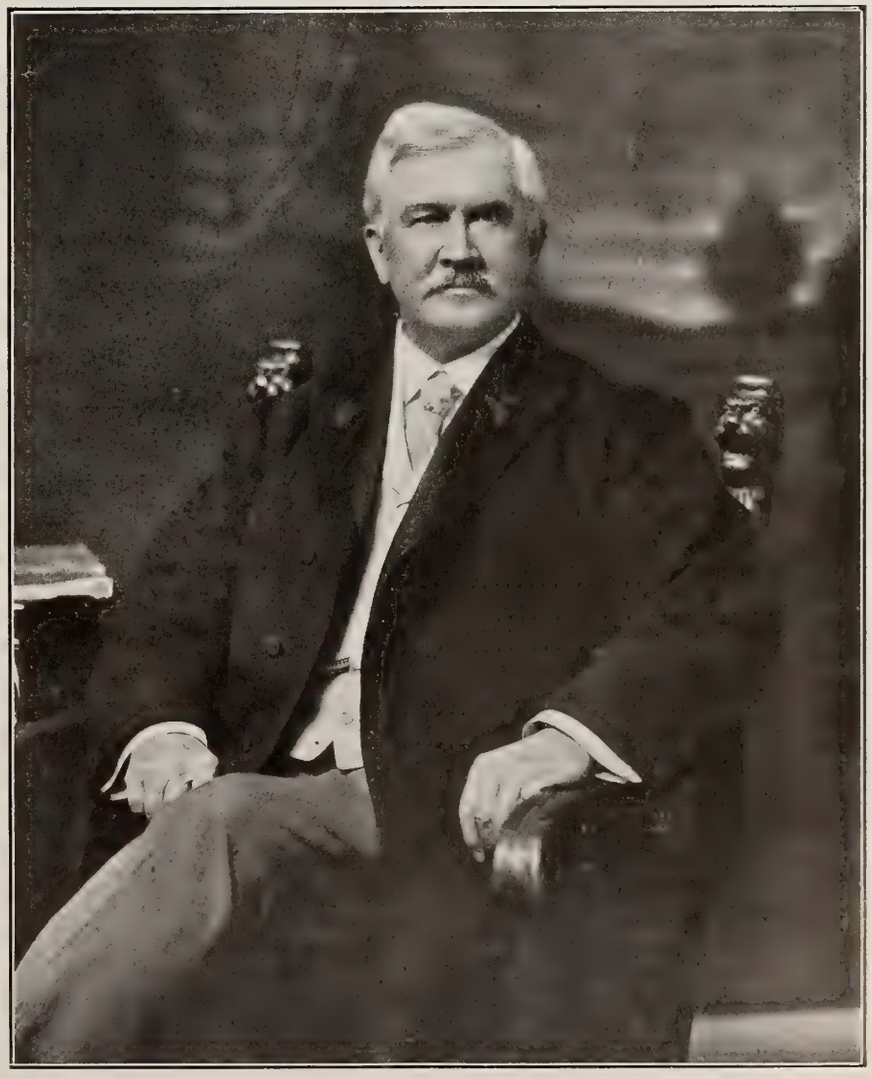
In the use of the term "capital," for example, there is room for latitude, and some men will tell us that no safer definition can be given than one's reputation or good name—which is not measurable in figures. But the instructions under which the census was taken aimed at making the meaning of the term uniform and definite; and so the capital employed in an industry was divided under the two heads of (1) value of land, buildings and plant occupied by the factory, and (2) the amount of working capital employed, which might include money borrowed for carrying on the factory operations.

This was the definition printed on the schedule, and every enumerator was required to leave a copy of it with every owner or manager of a manufacturing concern. It was the duty of the enumerator to assist the owner or manager to answer all the questions of the schedule for the census year, or leave it to be filled up at a date to be mentioned in the signed notice at the foot of the schedule, when he would call for and receive it duly made out. Or, as an alternative plan, the enumerator was advised to fill the schedule for each factory himself on the information given him by the owner or manager, unless time might be gained by arranging to have the entries made as provided in the notice.

Every schedule has passed through the hands of the owner or manager of every factory, of the enumerator who had been instructed in the making of records, of the commissioner of the census who examined the work of every enumerator in his district, and finally of the experienced clerks of the Census Office who have examined and edited the records for compilation; and at every stage there was the opportunity of getting back to the man who gave the original information for the correction of possible errors. Theorists and professors may say that the work was not perfect. They may say that there was a lack of instructions or a capacity to understand them. But we have been dealing with business men, who are practical, and in my judgment the facts and information they have given are safer to follow than the opinions of men who follow a vision or a theory. And now to the business.

Every factory in operation during the whole or part of the census year which had given employment during any part of the year to five or more persons, including the owner or manager, was required to make a full report, and all answers, the instructions said, should agree with the book of entries or records of the factory. But this limitation to factories employing fire or more persons, it was said, would not apply to brick and tile works, butter and cheese factories, electric light and power plants, fish curing plants, flour and gristing mills, lime kilns and saw and shingle mills, which may be operated to yield large products with less than five hands.

Factories employing five hands and over with the foregoing exceptions made in 1890 an average product of $26,213, as compared with $32,836 in 1900, $45,483 in 1905, and $60,671 in 1910, being an increase per factory of 25 per cent. in the ten years 1890 to 1900, and of 84 per cent. in the ten years 1900 to 1910. Or, compared by the production per head of the whole population, it was $76 in 1890, $89 in 1900, and $161 in 1910. The total value of products of this class of factories grew



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Chief of Census and Statistics Bureau

* Read before the Canadian Manufacturers' Association in Ottawa on September 25th.

in twenty years from $368,696,723 in 1890* to $481,053,375 in 1900, to $718,352,603 in 1905, and to $1,165,975,639 in 1910, and measured by percentages in decades it increased 30 in the first and 142 in the second, and 216 in the twenty years. In the five years 1900 to 1905, the growth was 47 per cent., and in the next five years it was 61 per cent. The census of Canada shows for the first time that we have in capital as well as in the value of products crossed the billion line.

For the same class of factories the earnings of salaries and wages were in 1890 $79,234,311, in 1900 $113,283,602, and in 1910 $241,008,416, being an increase of $34,049,291, or 43 per cent. in the first decade and $127,724,814, or 112 per cent. in the second. In the twenty years the increase was $161,774,105, or 203 per cent. The average wages and salaries in 1890 was $291, in 1900 $344, and in 1910 $467. In wages alone the average in 1900 was $290, in 1905 $377, and in 1910 $418.

For the same period of twenty years a comparison is made of fifteen groups of industries for capital employed, earnings of salaries and wages and values of products, together with the rate per cent. of increase or decrease of each group for the two periods of ten years and the total of twenty years. The figures of the three hundred kinds of industries are shown in the following groups, viz.:

COMPARATIVE STATISTICS OF CAPITAL, WAGES AND PRODUCTS BY GROUPS OF INDUSTRIES.

I. VALUES OF CAPITAL.

Groups of Industries	Capital			Increase of Capital per cent.		
	1890	1900	1910	1890 to 1900	1900 to 1910	1890 to 1910
	$	$	$	p. c.	p. c.	p. c.
Food products	46,582,318	57,167,466	133,044,523	22.72	132.73	185.61
Textiles	42,436,443	60,606,555	108,787,407	42.82	79.50	156.33
Iron and steel products	26,412,310	40,861,164	123,561,319	54.71	202.39	367.82
Timber and lumber and their re-manufactures	74,263,668	89,959,336	259,889,715	21.13	188.90	236.49
Leather and its finished products	18,079,986	21,436,594	48,788,803	18.56	127.59	169.85
Paper and printing	15,667,410	26,822,420	62,677,612	71.20	126.82	300.00
Liquors and beverages	16,212,244	20,467,389	43,237,757	26.25	111.25	166.70
Chemicals and allied products	7,346,176	10,272,743	26,926,124	39.84	162.11	266.53
Clay, glass and stone products	9,191,798	8,697,716	45,859,507	--5.38	427.26	398.92
Metals and metal products other than steel	14,577,664	20,382,505	67,133,540	39.82	229.37	360.52
Tobacco and its manufactures	3,670,470	7,247,540	21,659,935	97.45	198.86	490.11
Vehicles for land transportation	10,849,043	15,994,402	49,397,096	47.43	208.84	355.31
Vessels for water transportation	2,418,870	3,297,914	10,351,765	36.34	213.89	327.96
Miscellaneous industries	43,191,317	63,089,415	235,148,103	46.07	272.72	444.43
Hand trades	735,782	613,328	11,120,403	--16.64	1,713.12	1,411.37
Total	331,635,499	446,916,487	1,247,583,609	34.76	178.74	276.16

II. EARNINGS OF SALARIES AND WAGES.

Groups of Industries	Salaries and wages			Increase of Wages per cent.		
	1890	1900	1910	1890 to 1900	1900 to 1910	1890 to 1910
	$	$	$	p. c.	p. c.	p. c.
Food products	6,176,226	10,814,491	18,761,746	75.10	73.48	203.77
Textiles	12,514,885	19,261,641	32,178,299	53.91	67.06	157.12
Iron and steel products	8,386,368	11,782,720	31,219,864	40.50	164.96	272.27
Timber and lumber and their re-manufactures	18,658,719	23,473,558	46,035,618	25.80	96.12	146.72
Leather and its finished products	4,874,317	7,430,598	11,688,167	52.44	57.30	139.79
Paper and printing	4,568,909	7,914,817	15,457,172	73.23	89.17	238.31
Liquors and beverages	1,207,837	2,091,723	3,899,533	73.18	86.42	222.85
Chemicals and allied products	921,013	1,647,951	3,549,413	78.93	115.38	285.38
Clay, Glass and stone products	3,577,159	3,053,951	8,988,261	--14.63	194.32	151.27
Metals and metal products other than steel	3,322,176	4,935,529	12,089,937	48.56	144.96	263.92
Tobacco and its manufactures	1,435,212	2,604,736	4,257,027	81.49	63.43	196.61
Vehicles for land transportation	4,141,659	7,014,164	21,850,405	69.35	211.52	427.58
Vessels for water transportation	1,071,053	910,687	2,663,006	--14.97	192.42	148.63
Miscellaneous industries	8,037,936	10,028,816	23,555,449	24.77	134.88	193.05
Hand trades	340,842	318,220	4,814,519	--6.64	1,412.95	1,312.54
Totals	79,234,311	113,283,602	241,008,416	42.96	112.32	204.17

* For 1870, with all industries large and small, the value of products was $221,617,773, and for 1880 it was $309,676,068. The cut-down of hand trades and small industries for 1890 was $100,000,000.

III. VALUES OF PRODUCTS.

Groups of Industries	Products			Increase of products per cent.		
	1890	1900	1910	1890 to 1900	1900 to 1910	1890 to 1910
	$	$	$	p. c.	p. c.	p. c.
Food products	75,958,987	125,202,620	245,669,321	64.83	96.22	223.42
Textiles	54,744,242	67,724,839	135,902,441	23.71	10.670	148.25
Iron and steel products	28,535,789	34,878,402	113,640,610	22.23	225.82	298.24
Timber and lumber and their re-manufactures	72,796,425	80,341,204	184,630,376	10.36	129.70	153.50
Leather and its finished products	24,451,749	34,720,513	62,850,412	42.00	81.02	157.04
Paper and printing	13,849,885	20,653,028	46,458,053	49.12	119.88	235.44
Liquors and beverages	8,671,847	9,191,700	28,936,782	5.99	214.81	233.69
Chemicals and allied products	7,739,531	11,437,300	27,798,833	47.78	143.05	259.18
Clay, glass and stone products	10,194,358	7,318,582	25,781,860	--28.21	252.28	152.90
Metals and Metal products other than steel	13,251,910	19,561,261	73,241,796	47.61	269.31	452.69
Tobacco and its manufactures	5,627,765	11,802,112	25,329,323	109.71	114.62	349.90
Vehicles for land transportation	16,037,684	19,971,605	69,712,114	24.53	249.06	334.68
Vessels for water transportation	3,311,559	2,043,668	6,575,417	--38.29	218.66	96.66
Miscellaneous industries	32,543,949	35,607,212	104,618,560	9.41	193.81	221.47
Hand trades	981,043	599,329	14,829,741	--38.91	2,374.39	1,411.63
Totals	368,696,723	418,053,375	1,165,975,639	30.47	142.13	216.26

Capital increased in the twenty years from $331,635,499 in 1890 to $446,916,487 in 1900 and to $1,247,583,609 in 1910; salaries and wages in the same years from $79,234,311 to $113,283,602 and to $241,008,416; and products from $368,696,723 to $481,053,375 and to $1,165,975,639. The averages of the values of twelve out of the fifteen groups of products were greater at the end of the first decade than in 1890, and at the end of the second they were greater for all groups, the lowest showing an increase of 81 per cent. At the end of twenty years the increase in the values of all products was 216.54 per cent. as compared with an average of 30.47 per cent. in the first decade, and of 142.13 per cent. in the second.

It would be interesting to follow the details of the fifteen groups by kinds of industries, but to do so would occupy more time than can be ventured upon here. I give a few samples for illustration from the first group, comprising 6,985 establishments of food products in 1910 and limited to values of products only.

THE PRINCIPAL FOOD PRODUCTS BY INDUSTRIES.

Food products	1890	1900	1910	Increase per cent. 1890 to 1900	1900 to 1910	1890 to 1910
	$	$	$	p. c.	p. c.	p. c.
Bread, biscuits and confectionery	8,364,306	11,637,808	25,566,691	39.14	119.69	205.66
Butter and cheese	10,697,879	29,462,402	37,232,969	175.40	26.37	248.04
Fish, preserved	5,661,144	8,025,630	12,309,237	41.76	53.37	117.43
Flour and grist mill products	30,721,846	31,835,873	82,494,826	3.63	159.12	168.52
Fruit and vegetable canning	887,578	2,831,742	5,971,082	219.04	110.86	572.74
Slaughtering and meat packing	5,264,143	22,217,984	41,208,796	322.06	85.47	682.82
Sugar, refined	11,627,100	12,595,000	21,260,011	8.32	68.80	82.85

The lowest rates of increase for the twenty years of the food products in this table were 8.32 to 68.80 per cent. for refined sugar, and the highest 322.06 to 682.82 per cent. for slaughtering and meat packing. The values of flour and grist milling products rose from $30,721,846 to $82,494,826. The largest increase of any of the groups was made by timber and lumber and their re-manufactures, the capital of which grew from $74,263,668 in 1890 to $259,889,715 in 1910, or 236.49 per cent.; whilst the capital of iron and steel grew from $26,412,310 to $123,561,319 or 367.82 per cent.

The statistics for the census of Manufactures in 1890 have not been separated by provinces for factories employing five hands and over. The value of total products for such factories in the year was $368,696,723, showing an increase in the first decade of 30.47 per cent. and in the twenty years 1890-1910, 216.54 per cent. The population of 1911 is given in the following table, together with the values of products and the rates of increase per cent. in 1900 and 1910:—

COMPARATIVE STATISTICS OF MANUFACTURES BY PROVINCES IN 1900 AND 1910.

	Population in 1911	Value of products in 1900	Value of products in 1910	Increase per cent. in 1900 to 1910
		$	$	p. c.
Canada	7,205,364	481,053,375	1,165,975,639	142.13
Alberta	374,663	1,313,320	18,788,826	1,323.78
British Columbia	392,480	19,447,778	65,204,235	234.95
Manitoba	455,614	12,927,439	53,673,609	315.19
New Brunswick	351,889	20,972,470	35,422,302	68.89
Nova Scotia	492,338	23,592,513	52,706,184	123.40
Ontario	2,523,274	241,533,486	579,810,225	139.62
Prince Edward Island	93,728	2,326,708	3,136,470	34.80
Quebec	2,003,238	158,287,994	350,901,656	121.69
Saskatchewan	492,432	651,667	6,332,132	871.68

NOTE.—The Northwest and Yukon Territories are not included in this table. Their population is 25,708.

Ontario and Quebec have more than doubled their values, showing increases respectively of $338,276,739 and $192,613,662; but the four western provinces have shown rates of increase considerably higher—ranging from 1,323.78 per cent. for Alberta, to 871.68 per cent. for Saskatchewan.

The products of manufactures in the chief towns and cities of Canada and their rates per cent. of increase by periods of years and for twenty years are shown in the next table, viz :

COMPARATIVE STATISTICS OF CITIES AND TOWNS OF 10,000 AND OVER.

Cities	Population in 1911	Values of products in 1890	Values of products in 1900	Values of products in 1910	Increase per cent. of values in 1890 to 1900	Increase per cent. of values in 1900 to 1910	Increase per cent. of values in 1890 to 1910
		$	$	$	p. c.	p. c.	p. c.
Montreal	470,480	67,654,060	71,099,750	166,296,972	5.09	133.89	145.81
Toronto	376,538	44,963,922	58,415,498	154,306,948	29.92	164.15	243.18
Winnipeg and St. Boniface	143,518	5,611,240	8,616,248	39,400,608	53.55	357.28	602.17
Vancouver	100,401	1,895,216	4,990,152	15,070,105	163.30	202.00	695.16
Ottawa	87,062	8,822,051	7,638,688	20,924,331	--13.41	173.92	137.18
Hamilton	81,969	14,044,521	17,122,346	55,125,946	21.91	221.95	292.51
Quebec	78,190	14,800,360	12,779,546	17,149,385	--13.65	34.19	158.71
Halifax	46,619	7,198,143	6,927,552	12,140,409	--3.76	75.25	68.66
London	46,300	8,225,557	8,122,185	16,273,999	--1.26	100.36	97.84
Calgary	43,704	258,900	599,444	7,751,011	131.53	1,193.03	2,893.86
St. John	42,511	8,131,790	6,712,769	10,081,667	--17.45	50.19	23.97
Victoria	31,660	4,547,186	2,617,573	4,244,034	--42.44	62.14	--6.67
Regina	30,213	.....	.....	1,313,274	.....	.....	.....
Edmonton	24,900	.....	243,778	4,493,304	.....	1,743.15	.....
Brantford	23,132	4,280,999	5,564,695	15,866,229	29.98	185.12	270.62
Kingston	18,874	3,113,573	2,045,173	3,860,142	--34.31	88.74	23.98
Maisonneuve	18,684	3,653,584	6,008,780	20,813,774	64.46	246.39	469.68
Peterborough	18,360	2,594,996	3,789,164	10,633,119	46.02	180.62	309.75
Hull	18,222	1,287,292	3,182,050	7,259,301	147.19	128.13	463.92
Windsor and Walkerville	21,131	953,030	3,278,126	12,113,279	243.95	269.52	1,171.03
Sydney	17,723	335,745	631,396	9,395,017	88.06	1,387.97	2,698.26
Glace Bay	16,562	.....	.....	132,500	.....	.....	.....
Fort William	16,499	.....	111,507	534,097	.....	378.98	.....
Sherbrooke	16,405	2,043,094	2,252,293	3,934,510	10.24	74.69	92.57
Berlin and Waterloo	19,555	2,795,557	4,359,690	12,078,783	55.95	177.06	332.07
Guelph	15,175	2,973,927	3,689,183	7,392,336	24.05	100.37	148.57
Westmount	14,579	.....	102,500	1,541,802	.....	1,404.19	.....
St. Thomas	14,054	2,392,792	2,248,846	3,573,820	--6.02	58.92	49.36
Brandon	13,839	733,800	541,327	2,330,430	--26.23	330.50	215.43
Moosejaw	13,823	.....	135,040	738,818	.....	447.11	.....
Trois Rivieres	13,691	977,496	1,187,373	2,472,040	21.47	108.19	152.90
New Westminster	13,199	1,498,752	1,029,722	2,853,774	--26.91	177.14	102.57
Stratford	12,946	1,491,462	1, 935,176	5,133,840	29.75	165.29	244.22
Owen Sound	12,558	1,582,518	1,173,477	2,852,267	--25.85	143.06	80.23
St. Catharines	12,484	2,444,680	2,070,543	6,024,217	--15.30	190.95	146.42

COMPARATIVE STATISTICS OF CITIES AND TOWNS OF 10,000 AND OVER.—(Continued.)

Cities	Population in 1911	Values of products in 1890	Values of products in 1900	Values of products in 1910	Increase per cent of values in 1890 to 1900	Increase per cent of values in 1900 to 1910	Increase per cent of values in 1890 to 1910
		$	$	$	p. c.	p. c.	p. c.
Saskatoon	12,004	.....	.....	683,277	.....	.....	.....
Verdun	11,629	.....	.....	229,299	.....	.....	.....
Moncton	11,345	1,973,536	1,291,036	3,233,565	--34.58	150.47	63.85
Port Arthur	11,220	394,045	105,000	973,668	--73.35	827.30	147.10
Charlottetown	11,198	1,417,346	900,430	738,228	--36.47	--18.01	--47.91
Sault Ste. Marie and Steelton	14,920	107,510	738,472	7,842,384	586.88	961.97	7,194 56
Chatham	10,770	2,116,161	2,714,977	5,023,560	28.29	85.03	137.39
Lachine	10,699	1,358,325	2,909,847	6,295,716	114.22	116.36	363.49
Galt	10,299	2,621,310	2,225,343	5,252,600	--15.11	136.04	100.38

Altogether there are 44 cities with a population of 10,000 and over, but four are grouped with smaller towns lying adjacent because the places are industrial units, viz.: Berlin with Waterloo, Windsor with Walkerville, and Sault Ste. Marie with Steelton, in Ontario, and Winnipeg with St. Boniface in Manitoba.*

Montreal still holds the lead of all cities of the Dominion, its values of products having grown from $71,099,750 in 1900 to $166,296,972 in 1910, or 133.89 per cent. Toronto, its nearest rival, gained in the same period from $58,415,498 to $154,306,948, or 164.15 per cent. In the twenty years Montreal's gain was 145.81 per cent. and Toronto's gain 243.18 per cent. The third place is held by Hamilton with $55,125,946, being an increase of 221.95 per cent. in the last decade and 292.51 per cent. in twenty years. The highest per cent. of gain in twenty years has been made by Sault Ste. Marie and Steelton with 7,194.56 per cent., followed by Calgary with 2,893.86 per cent., Sydney with 2,698.26 per cent., Windsor and Walkerville with 1,171.03 per cent., and Vancouver with 695.16 per cent.

A summary of establishments by groups is shown in the following table, giving the number of establishments, the value of products and the average production per establishment for the years 1900 and 1910:

COMPARATIVE STATISTICS BY GROUPS OF PRODUCTS.

Groups of products.	1900 No.	1900 Value of products.	1900 Average production.	1910 No.	1910 Value of products.	1910 Average production.
Under $200,000	14,220	$268,740,018	18,899	18,121	$431,336,527	23,803
$200,000 to under $500,000	323	94,531,698	292,668	716	219,099,372	306,005
$500,000 to under $1,000,000	68	46,729,825	687,203	231	156,519,094	677,572
$1,000,000 and over	39	71,051,824	1,821,842	150	359,020,640	2,393,471

The last named group shows that for 1910 there were 14 establishments producing $5,000,000 and over, with products valued at $97,939,474 and with an average production of $6,995,677. One establishment in Nova Scotia gave a product of more than $8,000,000, one in Ontario gave more than $9,000,000, and two in Quebec gave more than $10,000,000 each. Fourteen establishments of the highest class in the Dominion gave in 1910 an average of $6,995,667.

The population of Canada as shown by the Census of 1891 was 4,833,239, in 1901, 5,371,315, and in 1911, 7,205,364. The increase for the last decade was 34.13 per cent., which is larger than the increase for the same period of any other country in the world.

In 1910 there were in the country 300 kinds of manufactures, as compared with 264 in 1900. The cost of raw materials in 1900 was $266,527,858, which when deducted from the value of products gave $214,525,517, or 80.26 per cent., as the value added by manufactures, compared with $601,509,018 as the value of raw materials, and $564,466, 621, or 93.76 per cent., as the value added by manufactures in 1910.

One more important fact which is helpful for a consideration of the progress of Canada in manufactures is the exports of the country in this class of products, counting as manufactures the same products which have been enumerated as such in the Census rather than the figures of the Trade and Navigation tables. The figures show that in the fiscal year 1890-91 we exported manufactured goods to the value of $41,398,395, in 1900-01, $84,042,362, and in 1910-11, $143,483,088.

Canada has begun the century well. The United States of America had just crossed the billion line of values in 1850 with all manufactures producing $500 and over, when the population was twenty-three millions

* Waterloo with 4,359, $2,812,595; Walkerville with 3,302, $8,341,573; Steelton with 3,936, $6,839,550, and St. Boniface with 7,483, $6,701,249.

THE METHOD TO PRESERVE FISH

By J. M. Mussen
Canadian Trade Commissioner in Leeds

(Trade and Commerce Report.)

Attention is being drawn to the merits of an invention, which, it is asserted, will revolutionize the fishing industry by superseding ice as a preservative.

The use of ice, it is stated, has two principal drawbacks. First, is the scientific fact that it does not arrest the process of putrefaction, for immediately anything which has been preserved in ice is exposed to the air it goes bad at a much quicker rate than under normal circumstances. Secondly, it is very costly.

The ice bill of a Grimsby trawler reaches £5 a week, or £50 for a normal trip of ten weeks. Moreover, it is stated that as much as 25 per cent. of a trawler's load is found to be useless on reaching port under present conditions, and occasionally the whole catch has to be thrown away.

New System Described.

It is claimed for the new method, whch has been christened the "Hemming" system, that it overcomes these drawbacks.

Briefly, the system adopted, is to force all air out of the fish. This is done by placing the fish in a tank and pumping in carbonic gas at a pressure of 60 pounds to the square inch —four times the ordinary atmospheric pressure.

The cost is estimated at about one-eighth of the cost of ice, and it is stated that the action of the gas retards putrefaction, and will keep fish or other food fresh and wholesome when every preservative method now in use would fail.

Result of Demonstrations.

Demonstrations have been carried out in London in the presence of a number of influential persons interested in the fishing industry in England and abroad.

A Scotch salmon, which had been sealed in a cylinder and subjected to the process for some weeks, was cooked and partaken of by those present. It tasted as fresh as though it had just been taken from its native waters.

But the severest test of the method was provided by some place and codling, which had been purchased in London after having been out of water and on ice for ten weeks before treated by the "Hemming" system. No method in general use at present could have kept these fish fresh, but it is stated that they proved perfectly wholesome.

Effect on Canadian Salmon Trade.

It is considered that the general adoption of the method would be followed by a cheapening of the price of fish. In particular, the expectation is held out that it will open up the salmon rivers of British Columbia in such a way that fresh salmon from that province, should, in future, be available in much larger quantities for consumption in Great Britain.

TO EXPORTERS.

The International Traders' Exchange, Leeds, England, writes Canadian exporters desiring markets in Great Britain to forward their printed matter, price lists, etc.

"MADE-IN-CANADA."

A Montrealer who has recently decided to erect a large building was complaining to the *Herald* the other day that his architect had just been telling him that for a large amount of the material to be used in the building he would have to go outside of Canada.

"It comes as a disagreeable surprise to me," said the speaker, "to learn that in regard to certain qualities of brick, terra cotta, marble, tile, sash, glass, and other ordinary building materials, Canadians cannot supply the home demand. I imagined that we had long ago passed the point when importations of this character were necessary. But now I am told I must send my money out of the country."

Whatever of truth there is in this statement, it is clear that two things should be done: Canadians should seek to supply this home demand by investing capital in industrial enterprises created for the purpose of manufacturing to meet it, and there should be a persistent campaign to induce Canadians to buy Canadian-made articles.

The Manufacturers Association has already done a great deal in this connection, but much more has yet to be done. Architects and builders should be requested by owners to specify and supply Canadian-made materials as far as possible; housekeepers should demand Canadian goods whenever in quality and price they are not too far removed from the imported articles; retail merchants should show their patriotism by promoting in every reasonable way the sale of Canadian instead of foreign goods; and all buyers should keep fixed in mind the proposition that it is sound business to encourage home industries so long as they are doing their duty by producing wares of good quality at reasonable prices. —*Montreal Herald.*

FOUR MATCH FACTORIES IN THE WEST INDIES.

British Guiana last year increased its import from the figure above to more than double the amount. In addition to this supply a considerable number of matches were made locally. There is one factory in each of the colonies of Barbados, Trinidad, Jamaica and British Guiana. The Jamaica factory has a capacity of 100,000 gross boxes annually, and the last return gave 83,700 gross of boxes as manufactured. The foreign supply comes principally from Norway and Sweden. As conditions in Canada for the manufacture of matches are not dissimilar to those in the two countries mentioned, it may be found possible for some manufacturers to place a similar grade of match, put up in the same way, on this market and compete for a share of the trade.

MARKET FOR COW HAIR.

A considerable trade is done in this district in cow and calf hair, which is used among other purposes for the manufacture of horse rugs, cheap carpets and mats. Canadian firms in a position to export hair would do well to communicate with this office, sending samples and prices.

In regard to the shipment of hair, it may be stated that one thing which commends it strongly to spinners is its freedom from impurities, and on this account it should be well washed and dried before being baled. For export to this market, the hair should be press packed and put up in bales weighing from 224 pounds upwards. There is a brisk demand, and shipments from abroad are constantly occurring.

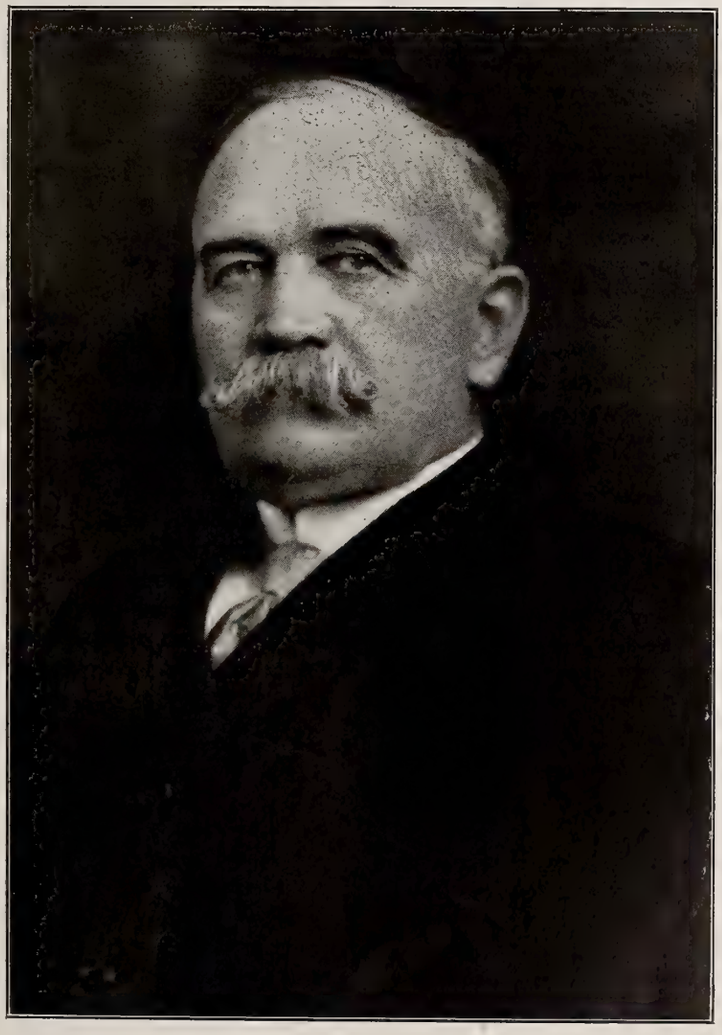
THE RETIRING PRESIDENT'S ADDRESS

By MR. N. CURRY

A Masterly Review of Canadian Manufacturing, Showing the Development of Production and its Various Factors. National Topics, such as Defence, Immigration and Legislation, were dealt with in a Statesmanlike Fashion

As a preface to the remarks that I am privileged to offer on this occasion by virtue of the position with which you have honored me, let me first express my very great pleasure at the large attendance that has marked the opening of this, our forty-first Annual Convention. You have responded splendidly to the call, and I thank you sincerely for it. To those who have endeavored throughout the year to give loyal and faithful service, whether as honorary officers, as committee members, or as salaried officials, this evidence of your interest and appreciation is most gratifying.

I bid you all a hearty welcome. That your visit will be enjoyable goes without saying—it could not be otherwise when you are in the hands of such princely entertainers as the manufacturers of Ottawa; but I trust that in addition it will result in some lasting profit, both to yourselves individually and to the organization of which you are members. In the programme of important business that awaits your consideration, you should be amply rewarded for any sacrifice of time or money that your presence here today has involved, providing you will take your duties seriously, providing you will face the various issues that arise thoughtfully and dispassionately, resolved to do what you honestly believe to be best, not in the interest of any trade or class, but for the general advantage of Canada and her manufacturing industries. It is in this spirit that I welcome you to the deliberation that will follow, and it is in this spirit that I hope you will approach the labors that are expected of you.



MR. N. CURRY
Canadian Car and Foundry Co., Montreal
Retiring President

It is peculiarly fitting that an organization like ours, that is national in its scope and that cherishes national ideals, should meet in the national capital. Here of all places, in the very shadow of that monumental pile which commemorates Confederation, and symbolizes the unity of our Dominion, the weight of responsibility should rest heavily upon us, moving us to subordinate desires that are sordid and selfish to those that are noble and uplifting. Nor should we forget that in accepting the hospitality of this magnificent hotel, so honored in its name, we are meeting inferentially under the auspices and patronage of a great Canadian statesman, whose life-long devotion to the cause of a united Canada should inspire us with a determination to make our country the better for our having lived in it and worked for it.

The Past Year.

In the year that has passed since last we met, there is much to be thankful for, and some things, too, perhaps, to give us cause for sober reflection. Bountiful harvests that at one time seemed threatened with partial destruction have been garnered safely home, only to give place to further harvests of an even more bountiful yield. The tide of immigration has continued with an ever-increasing flow, adding substantially to our population, and enriching our citizenship with a type of settler greatly to be desired. From every province comes word of a pronounced activity in building operations, scores of towns and cities having established for themselves new high records in the matter of permits. The railroads, with their accustomed energy, have extended and improved our avenues of communication, incidentally opening up new areas for cultivation, and providing employment for thousands of our work people. Our factories have been kept more than ordinarily busy supplying the requirements consequent upon such growth. Labor has been in steady demand, wages have been good, and, generally speaking, the times have been prosperous.

Our Growth in Manufacturing.

The satisfactory condition of our manufacturing industries is nowhere better reflected than in the census returns that have recently been made public. In the ten year period, from 1901 to 1911, the number of working establishments rose from 14,650 to 19,209, a gain of 4,559, being at the rate of

455 per year, or five new establishments every four days. During the same period the capital employed in manufacturing jumped from $446,916,487 to $1,245,745,496, an increase of $798,829,009, or 178 per cent. Our army of employees was enlarged by a force of 175,108, representing a gain of 51 per cent; our pay-roll showed an increase of $127,274,301, representing a gain of 112 per cent., while the value of our products was increased to the extent of $683,722,157, representing a gain of 142 per cent.

The real significance of these figures can be better appreciated by a comparison of averages. In 1901 the amount of capital employed by the average manufacturing establishment was $30,500; last year it was $64,900, or more than double. Here is surely evidence of a determination to provide the equipment necessary to meet the demands of a growing market. In 1901 the product of the average manufacturing establishment was valued at $32,800; last year it was valued at $60,600, or nearly double. It was but natural, of course, that an increase of capital should have been followed by a corresponding increase of output, yet from the fact that the average number of employees per establishment has only risen from 23 to 26, it seems fair to conclude that closer attention is now being paid to improved methods of production, and that greater use is being made of automatic machinery. Again, the figures seem to point very clearly to a spirit of enterprise and a striving for efficiency that does our manufacturers credit. In the matter of wages, too, there has been a noteworthy increase. For the year 1901 the average factory wage was $334; last year it was $467, an advance of $133, or 30 per cent. To some small extent this may be explained by the fact that work is now steadier in our factories than it was ten years ago, but for the most part the difference represents a substantial addition to the daily earning power of the individual.

From whatever viewpoint the returns are analyzed the record unfolded is always one of progress. Taken as a whole, I question whether the industrial census of any other country in the world will disclose a development comparable with that which we have experienced. You will agree with me, I am sure, when I say that we have every reason to feel proud of our achievements, and although for the present we may not ask any special consideration for the great industry we represent, we, at least, desire that its value as a national asset should be known and appreciated as its true worth.

Foreign Trade.

With production increasing so rapidly and so steadily, at a rate that is far in advance of our increase in population, one might ordinarily look for a considerable surplus that would be available for export. It is a singular fact, however, that our export trade shows very little tendency to expand, in comparison with our development in other directions. As was pointed out by our Commercial Intelligence Committee, our total exports of all classes, including agricultural, animal, fish, forest, mineral and manufactured products, show an increase for the ten year period of only $110,000,000, while in manufactured goods alone the increase of production was $683,000,000, or more than six times as much.

However much we may congratulate ourselves upon the general prosperity which such a situation reveals, we can ill-afford to close our eyes to the fact that the growth we are now experiencing cannot be maintained indefinitely. Sooner or later the pace is bound to slacken, demand will be overtaken by production, and the foreign market that we now regard with more or less indifference, will then assume the importance of a safety valve when the pressure runs high.

In anticipation of such an eventuality, it is a pleasure to note that our Government have opened the way for a freer movement of trade between Canada and the British West Indies. If the treaty of mutual preferential trade that has been concluded is followed up, as we are told it will be, by the inauguration of a steamship service adequate to the needs, I look for material benefits to the Dominion as a whole, but more particularly to Ontario, Quebec and the Maritime Provinces. The wide range of articles embraced within the treaty should stimulate the export of general merchandise, but the principal gains will likely be found in flour, fish and lumber. Ontario millers, I understand, are already preparing to take advantage of the market that has been opened to them, while a similar interest is being evinced by the fishermen and lumbermen of New Brunswick and Nova Scotia. In proportion, as the trade develops, the ports of Halifax and St. John are certain to be built up, a prospect that affords me, personally, a great deal of satisfaction, by reason of my long and intimate association with the provinces down by the sea.

Let us hope that the negotiations that are now under way with Australia for a similar treaty of preferential trade will come to as successful an issue. Our sister nation on the other side of the world has much for sale that we could use, and stands in need of many commodities that we could supply. Some basis of agreement can undoubtedly be found, limited, perhaps, in scope yet decidedly to the advantage of both. By all means, I say, let us get together and conclude our bargain, so that we may the sooner begin to profit by it.

We are of the same kith and kin, we hope to share the same Imperial burdens, so why should we hold each other aloof in matters of trade? Stating the problem more broadly, why should not all parts of the Empire link themselves more closely together in the bonds of commerce? Our feelings of loyalty and of kindred affection inclines us in that direction. Our relations are necessarily becoming more intimate and more harmonious because of the common danger, be it near or be it remote, by which we all alike are threatened. It seems inevitable that sooner or later we will be welded into one unit on the question of defence, and when that time comes the possibility of effective co-operation will be the greater for our having other interests in common. Such being the case, let us take time by the forelock and profit while we may, and as much as we can, from a situation that it seems certain will ultimately be forced upon us.

Imperial Defence.

In this connection let me say just a word on the naval question that is now so prominently before us. As business men, it should be our constant aim to face business issues in a business-like way. The protection of our commerce upon the high seas is a business precaution for the nation as a whole to adopt, comparable in all respects with the business precaution which our municipalities adopt in affording our property police protection. We do not look to the Mother Country to provide the latter, nor should we continue to leave ourselves entirely dependent upon her for the former. The fact that circumstances have compelled us to accept her protection in the past is all the more reason why we should make haste to relieve her of that responsibility now that we are in a position to do something for ourselves.

The so-called German peril may be a reality, or it may not. I do not know, nor do any of us know. We sincerely hope it is not, for war of any kind is a calamity to be avoided at all costs save that of national honor. But if we are unanimous on this point, we should also be unanimous as to the wisdom of being prepared to defend ourselves, in any emergency however great. Instead of temporizing with vain surmises, we should rather pay heed to the actions of those who are charged with the responsibility for providing that

defence. The attitude of the British Cabinet is clear. The two-power standard must be maintained. The maintenance of that standard is year by year imposing heavier burdens upon the British taxpayer, whose lot, God knows, is not an easy one. Our sense of gratitude, our sense of self-respect demand that we should help, and help substantially. This, I believe, our Government are prepared to do, under a plan and upon a scale that meets the approval of the Admiralty.

For me, as a humble citizen of Canada, this is enough. There are times when action rises superior to criticism, and this is one of them. I care not whether the Government's policy, when announced, proves one that under less trying circumstances I might have questioned. So long as it affords a basis for prompt and effective action, I am content. If criticism can be obviated and party feeling assuaged by the Government taking into its confidence the Leader of the Opposition and his lieutenants, so much the better; by all means let such a conference be had, and had quickly. But in any event let us have action; let us sink our individual likes and dislikes to the end that something may be accomplished, and placing all politics aside let us unite in the performance of what is plainly our duty, and so declare to the world at large that at last we are a nation.

Labor.

Reverting now to matters that more directly concern us, let me touch very briefly upon the labor situation. The friendly relations that, on the whole, we have been able to maintain with those in our employ, may well give us cause for the deepest satisfaction. We have had our occasional troubles, it is true; some of them of formidable proportions, but when we think of England with her coal strike, of France with her champagne riots, and of the United States with that series of outrages which culminated so recently in the court drama of Los Angeles, we must admit that our lot has been one of peace and happiness. For this we are, or should, be profoundly grateful.

In the few cases where trouble of a serious character has broken out, it is worthy of note that it has been largely fomented by foreign agitators. Why these gentlemen should be allowed to enter the country is more or less of a mystery. They do not fall within any of the classes whose admission is provided for under the Immigration Act, yet the doors are opened to them as freely as though they enjoyed Canadian citizenship. The able-bodied man who asks for nothing better than the chance to earn an honest living is rejected, because he does not happen to be in possession of $25, while the demagogue who, not only will not work himself, but whose highest aim in life seems to be to keep others from working, is passed in apparently without question.

Here my criticism is not so much with the Immigration Act or the Immigration Regulations, for I recognize that reasonable restriction is necessary to our social well-being. I do feel, however, that there is room for improvement in their administration, and I cannot help reflecting how much better direction would be given to the zeal of our Immigration Inspectors were they to close their eyes to the petty disqualifications of the desirable man who is really needed, and watch with redoubled vigilance, for the undesirable man whose only mission to Canada is one of strife.

Such a policy would work no injury to Canadian Labor Unions. If they will permit me to say so, they are quite as competent to manage their own affairs as any official that the United States can supply. In the vast majority of cases, too, I believe they would accomplish more by direct negotiation than through the medium of a foreigner, for the latter seldom fails to antagonize the employer. A little more discernment, on the other hand, in dealing with men for whom there is a definite place in Canadian industry would go far to relieve the shortage of labor that has latterly become so acute, and as a result of which we are failing to do the business that we should.

Compensation.

While on the subject of labor let me say that I am sure it has given us all pleasure to observe the broad and liberal stand the Association has taken with respect to the question of Workmen's Compensation. By agreeing to the principle of compensating for practically all accidents, regardless of how they may occur, the Committee who have acted for us in Ontario have done the Association credit, and labor no more than justice. Inherent to every industry are hazards of a more or less dangerous character which cannot be foreseen, and which cannot be effectually guarded against, and where accidents occur as a result of those hazards, it is certainly not fair that the burden should fall entirely upon the shoulders of the unfortunate workman or his dependents, as has heretofore been largely the case. The proposal to make compensation definite, sure and prompt, to free it as far as possible from law costs, and to make the expense of carrying it a charge upon the whole industry concerned is one that never fails to commend itself the longer it is deliberated, and I trust that legislation based upon this principle will be speedily effected not only in Ontario but in every other province of the Dominion.

Just here I am prompted to remark what a splendid thing it would be if the laws of the various provinces, particularly those that affect the conditions under which the trade and commerce of the country is carried on, could only be brought into closer conformity one with another. The ever-widening diversity of provincial legislation is causing untold confusion among our business community, to say nothing of the losses that occur through failure to observe some apparently useless technicality. The desire to advance with the times, to improve upon the enactments of other Legislatures is most commendable, and I have nothing but words of encouragement for it, but I do feel, however, that, generally speaking, what is good enough for one is good enough for all, and that if our Provinces would but get together periodically, imbued with a desire to give free play to the spirit of Confederation by promoting rather than obstructing domestic trade, they could find with respect to most matters of commercial law some common basis upon which all might agree. Such a movement would probably meet with little sympathy from the legal fraternity; if it is brought about at all it will more likely come through the influence of laymen. I believe, however, that it should be started, and I can conceive of no more useful work for this Association to engage in than that of bringing to bear upon our Provincial Governments the united influence of all classes of Canadian business men to the end that a policy which is leading us towards provincial isolation may be replaced by one that will ensure the greatest possible freedom from intercourse.

Reciprocity.

Domestic trade is by all odds our greatest trade, and its protection and encouragement should always be our first care. As one engaged therein, it appeals to me as more important to make easy of access all parts of the home market, which we Canadians control, than to concern ourselves with the acquisition of foreign markets, out of which we may be legislated at a moment's notice. For this reason I was not a supporter of the reciprocity agreement submitted to the electorate a year ago. I did not then believe that it would work out to the advantage of our country, or even of any considerable portion

of it, and subsequent developments have only served to confirm me in that opinion. We were told that reciprocity would be the salvation of the West. Wherein, may I enquire, would it have benefited the West this year, with cash grain ruling at from 5 to 12 cents a bushel higher in Winnipeg than in Minneapolis? As I pen these lines, the market report of the day is before me, and I find No. 1 Hard (American Standard) quoted at 90 cents Minneapolis, while No. 1 Northern (Canadian Standard) is bringing 98½ cents in Winnipeg—the same grade of wheat, to all intents and purposes, yet to the farmer on our side of the line it is worth 8½ cents a bushel more than to the farmer on the American side of the line. Lower grades vary in about the same proportion; the Minneapolis quotation on No. 1 Northern (American classification) is 87½ to 89½ cents, as against Winnipeg's quotation of 94½ cents on No. 2 Northern, the corresponding grade in the Canadian classification.

Should any one feel disposed to doubt the accuracy of these figures let him refer to the daily papers of Wednesday last, the 18th instant; lest there should be any feeling that the situation there revealed is abnormal, let the reports be scanned for weeks back, and it will be seen that with slight fluctuations the spread I have mentioned as between Minneapolis and Winnipeg prices has been fairly constant in favor of the Canadian farmer.

Had reciprocity carried a year ago, the Western grain grower would plainly have been the loser. So far as my personal observations go, I believe he would have shown himself a good loser, by taking his medicine quietly and saying nothing, trusting to the coming of a season when a reversal of the conditions would have given him the advantages he sought. One cannot but wonder, however, in view of the easy indifference with which treaty obligations have been violated in the case of the Panama Canal, how long a Reciprocity Treaty would have lasted, once it began to operate to the disadvantage of the United States.

In propounding such a query I have no desire to speak disparagingly of the American people as a people. For them I have the highest honor and respect, and so far as the Panama Canal is concerned it is my firm belief that their deep-rooted sense of justice and fair play will sooner or later impel them to repudiate the actions of those by whom for the time being they are represented. But apart from any consolation we may derive from such a reflection, for us the significance of the situation lies in the fact that they are often exploited by politicians who allow their lust for votes to run away with their conscience, and such being the case it is well that we should think long and carefully before entering with them into any treaty of trade that would restrict our freedom of action, or imperil the valuable home market we now control.

The great need of Canada to-day, as I see it, is not wider markets, but an equipment and a service that will enable us better to supply the demands of the home market. In other words, what we want is transportation—more transportation and better transportation.

As a practical problem in Canadian affairs I believe this transcends in importance, for the time being at any rate, the fiscal issue. A people of less than eight million, scattered over half a continent of territory, we are engaged in the important task of nation-building. If our structure is to hold firmly together, we must use something more than the cement of loyalty to a common flag and a common sovereign. We should see to it that our structure is reinforced throughout with those bands of steel which only the highways of commerce can supply, so that however great the strain we may be subjected to, or from whatever quarter it may be, we will be able to stand firm and secure in our own strength.

In speaking of transportation I use that word in its broadest application, to include waterways, railways and ways for vehicular traffic, the floating or rolling stock and the motive power by which they are operated, and the storage and terminal facilities that link them all together.

Here in the East the urgency of the problem has been brought close home to us by the annoying delays that have marked the movement of freight from place to place, and its delivery after arrival at destination. For close upon a year now a condition of congestion has prevailed that has had a most disorganizing effect upon business. An investigation by the Board of Railway Commissioners has, I am informed, disclosed the fact that it has been due partly to a lack of equipment and partly to a lack of system.

Perhaps were the full facts to be made known it would be seen that we shippers, who are so ready to find fault, have not been ourselves entirely without blame, because of our failure to release cars promptly and to provide proper facilities for the loading and unloading of freight. In any event we should remember that the expansion of business in all lines has been tremendous, that many of us have been taxed to the limit of our resources in meeting the requirements of our customers, and if under the circumstances the railways have been temporarily swept off their feet it is scarcely to be wondered at.

That they are striving manfully to meet the situation I honestly believe. Millions upon millions are being poured into improvements that we sometimes forget to give them credit for. But relief cannot be had in a day. It is more than a mere matter of cars and of locomotives. New sidings have to be built and old ones extended; more shed and warehouse accommodation has to be provided; sorting and storage yards have to be secured away from the congestion of terminals; grades have to be reduced; tracks have to be elevated or depressed to do away with level crossings; in short, entire systems have to be remodelled and reorganized to meet the changed conditions that now prevail. All this will take time, and instead of grumbling at the apparent slowness of the improvement we should rather take comfort in the thought that the railways are now profiting by their experience to build not for to-day or for to-morrow but for the future.

In making these observations I have had the conditions of Eastern Canada particularly in mind, but in the main they are applicable to conditions in the West as well. With this important difference, however, that whereas the load of traffic in the East is fairly constant throughout the year, in the West there is a peak load in the fall that is out of all proportion to the load obtaining through the spring and summer months. If the railways are to provide equipment in sufficient quantities to handle the entire production of the West at the time the West apparently wants it, they will have to sink millions in rolling stock that will lie idle for nine or ten months of the year. As it is, they are required to forego a revenue of hundreds of thousands of dollars a year in order that their cars may be marshalled upon the ground in readiness for the crop, because of the fact that as early as July they have to begin calling in cars from foreign lines, where they yield a small return, and withdrawing them from remunerative service elsewhere.

I do not mean to argue that the West is getting all the service it is entitled to, or anything like it. On the contrary, it is apparent that the West must have more railways and more equipment to enable the farmers to reach their primary market, which is Winnipeg. From Winnipeg in turn there should be more railways and more equipment to bring the grain to the elevators at the head of the lakes. There, too,

the storage will have to be increased, and so on through the entire system.

But however aggressive the policy we adopt in this direction, I do not believe that the troubles of the West will be permanently solved until two fundamental weaknesses in their position have been overcome. First, there must be storage facilities of some kind provided at the point of production; and second, the production itself must be made more diversified. If only 25 per cent. of the farmers would provide temporary shelter for their grain, the relief would be instantaneous and widespread. If even a smaller percentage would put something back into the land by a policy of mixed farming the strain upon our transportation systems would be reduced.

Possibly there are difficulties in the way of such a development that we in the East know not of; possibly the movement, so far as storage is concerned, could be facilitated through an arrangement with the banks whereby money would be advanced on grain properly housed. In any event I believe the whole problem is serious enough to warrant the closest study from all interests, industrial, financial and transportation, and nothing would give me more pleasure than to see a conference of such interests, with representative farmers from the West, to the end that some plan might be evolved for more effectively dealing with the whole crop situation.

In connection with the movement of grain east from Fort William, it is regrettable to notice the ever-increasing quantities that are eventually exported through United States ports. We have been spending vast sums of money to perfect the grain-handling facilities of the port of Montreal, and we have succeeded in providing a service unequalled by that of any other port in the world, yet the total amount of Canadian grain which it exported last year was slightly less than in 1908, being something over 21,000,000 bushels in each case. Buffalo in the meantime has increased its receipts of Canadian grain from 7,000,000 to 26,000,000 bushels. In other words, despite our best efforts in our own behalf, our product is being used to build up Portland, Boston, New York, Philadelphia, and other United States ports at the expense of Montreal.

It must be admitted, of course, that Lake Erie ports possess certain advantages over Montreal in the matter of return cargoes. Perhaps, too, the extra time consumed by the delays incident to canal navigation operate as a handicap to the all-Candadian route. Were the latter a factor of real importance one might look for an improvement in the situation once the Welland and St. Lawrence Canals have been widened and deepened. To be perfectly candid, however, I do not anticipate that this undertaking will appreciably increase the export trade of Montreal unless radical measures are meanwhile adopted to solve the difficulty that lies at the root of the whole matter.

The reason we export so little grain from Montreal is that there are so few ships to carry it away, and the reason that ships are so scarce is because the rates of insurance are so high. All boats trading to Canada are penalized at Lloyds by what is known as the B. N. A. Marine Insurance Clause. This clause, which by the way puts Canadian ports in the same class with certain ports in the Arctic Ocean, was adopted by Lloyds in 1900 to meet conditions then prevailing. Notwithstanding the fact that the decrease in losses and accidents since then has been sufficient to warrant a substantial reduction in the general rates, the penalty upon boats trading to Canada remains unchanged. Those who have investigated the subject independently of Lloyds claim that the decrease in the loss ratio for Canadian waters amply justifies a reduction in the rates proportionate to what has been granted elsewhere. In support of their claim it may be pointed out that since the obnoxious clause was inserted in marine insurance policies our Government has expended upwards of $38,000,000 in improvements to navigation along the St. Lawrence route. To-day its channel at the narrowest part is 450 feet wide and 30 feet deep, while lights, buoys and other aids make it possible for ships of 15,000 tons to navigate with entire safety day or night.

But the gentlemen at Lloyds are unmoved by the arguments advanced in our behalf. They thank us politely for what we have done, but continue in effect against us rates of insurance that, in the case of regular liners, are discriminatory to the extent of from two to four per cent., and so much higher in the case of tramp steamers as to be practically prohibitive.

A great deal has been said about the establishment of a Canadian Lloyds. What we want on that subject is less talk and more action. Canadian ports will never enjoy a development commensurate with the growth and prosperity of the rest of the Dominion, so long as they are saddled with this insurance incubus. Already they have suffered irreparable injury because of business that has been permanently diverted to United States ports, and if the remedy is much longer delayed it may give our competitors an advantage from which we can never recover. Our Government stand ready to help. But the Government cannot do everything. Steamship owners must do something for themselves. Canadian tonnage, and the tonnage using Canadian ports, is surely large enough in the aggregate to carry its own insurance on a mutual basis, and if those concerned would but get together with the determination to free themselves from the load they are carrying, not only would they succeed, but in succeeding they would place the entire country in their debt.

The Association.

And now, just a few words about our Association and I will bring my remarks to a close. That we have had a good year will, I think, become more and more apparent to you as the business of this Convention proceeds. We have had competent and hard-working Committees, to whom our thanks are due. We have also had a good staff, and it is a matter of satisfaction to know that with one exception their services are available for the coming year. Unfortunately we are to lose Mr. Breadner as Manager of our Tariff Department. With his assistance we have established and developed one of the most useful branches of our work, and we will feel his loss keenly.

Compared with, say, ten years ago the work of our Association has enormously increased. According as it has grown in volume it has been departmentalized and specialized to the end that wider and more effective service might be afforded. We have spread out into more committees, more branches and more trade sections. We have trebled our membership; we have quadrupled our income, and we have added immeasurably to our influence. Yet through all this growth and change our mode of government and our methods of procedure have remained unaltered. As one who has had frequent opportunity to observe the workings of our organization and to study its wants, I have no hesitation in expressing the view that it has outgrown itself, that it has become top-heavy with machinery, and that its by-laws need to be entirely recast. We are an association of business men, and we ought, therefore, to manage our affairs in a businesslike way. The Advisory Committee have prepared for your consideration the outline of a plan that seems fairly to meet the situation, and I sincerely hope that you will see your way clear to do something with it.

To my successor in office, to the incoming committees and to the Association as a whole I offer my best wishes for the coming year.

Now, if any member wishes to discuss anything in the President's report there is an opportunity to do so now. If not we will proceed with the regular order of business.

Mr. Gourlay: Mr. President, I think I only express the unanimous opinion of every member of the Association when I thank you on their behalf for that very able and comprehensive report and at the same time indicate that we ought to have it in pamphlet form for use, and that your work throughout the year not only in connection with this report but throughout the year be recognized, as has been customary, in connection with this Association, and at the same time in moving the reception and adoption of this report we do so with the confidence that the work of the past year and the success of the past year have been largely due to your guiding hand in connection with its affairs. (Applause.)

The Vice-President put the motion to adopt the President's report, which, in a vote having been taken, was carried with applause.

PANAMA TRADE.

A Panama correspondent, in discussing trade fields which will be opened to Canada by the Panama Canal, says:

"I have noticed for some time past with a good deal of interest the great efforts that are being made by Canada looking to the development of her foreign trade, and it has occurred to me that, in view of the approaching completion of the Panama Canal, and the impetus this will give to trade with the Pacific coast of South America, this territory offers a fair field for trade expansion.

"I believe that at the present time a ready market could be found for Canadian goods even in competition with similar commodities from the United States, provided proper attention were given to the development of such business, and after the completion of the canal it seems to me that Panama is destined to become an important distributing centre for the whole Pacific seaboard of Central and South America; and there is no reason, as far as I can see, why Canadian goods should not more than hold their own in competition with those of other countries, resulting in enormous trade between Canada and South America.

"This country is entirely dependent on the outside world for everything it consumes, and the bulk of its importations are from the United States. Canada, I feel sure, could successfully compete in many lines, and I am of opinion that a good trade could in time be built up with the Dominion; and it would not only be confined to this country, but, as I suggested before, in time the neighboring countries could be embraced. Some of the chief articles that would find a market here are: Flour, hay, butter, boots and shoes, fishstuff, oats, cheese, wines and liquors, canned goods, corn and hardware.

"It is just possible that the Commissary Department of the Isthmian Canal Commission and Panama Railroad, which does an enormous business, could be induced to handle some Canadian goods, although their preference is naturally for goods of American manufacture, which preference has been even more pronounced of late; anyway, their trade is certainly worth trying for."

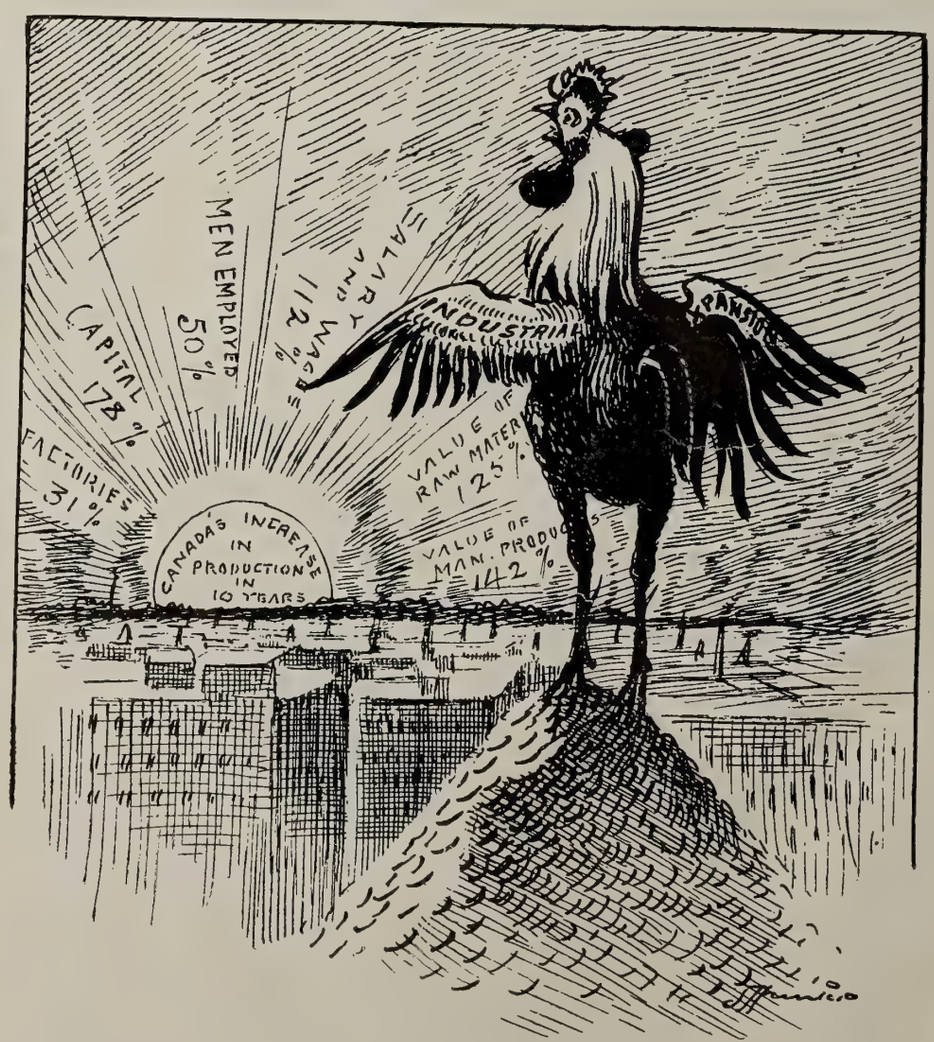
A cold storage costing $4,000 is being erected in Welland, Ont., by H. Goodwillie & Son, who will establish a plant in connection with fruit and canning factory.

PRAISE FOR MR. BREADNER.

Mr. Cockshutt: Might I just rise, out of order, for a moment to say that we are losing the services of one of the best men in this whole Association, Mr. Breadner, and I think it would be a nice thing to give a little voluntary presentation to Mr. Breadner, and if the gentlemen would think of that, there might be some small committee formed for the purpose of interviewing the different members. I just throw this out as a suggestion. If they agree with it I would like somebody to ——

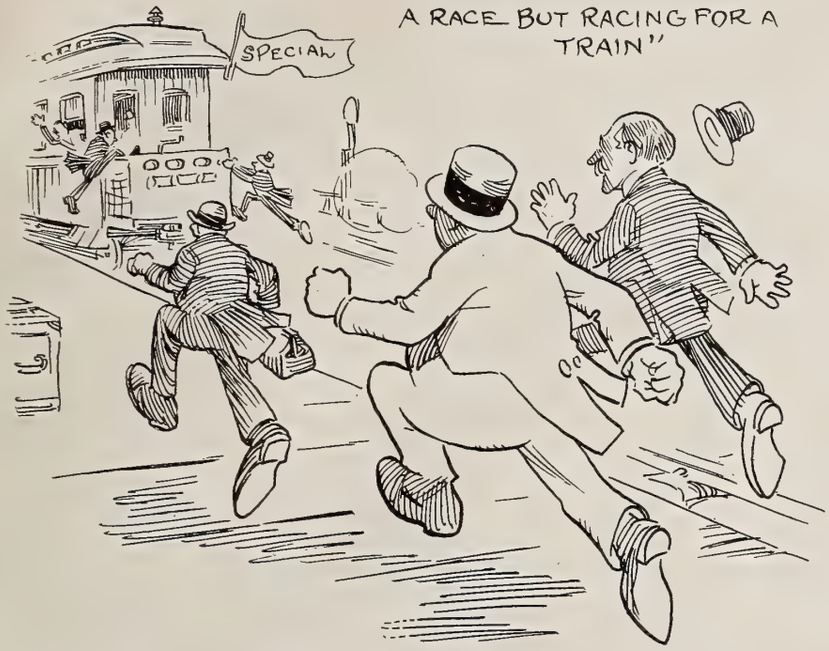
The President: Wouldn't you take charge of that?

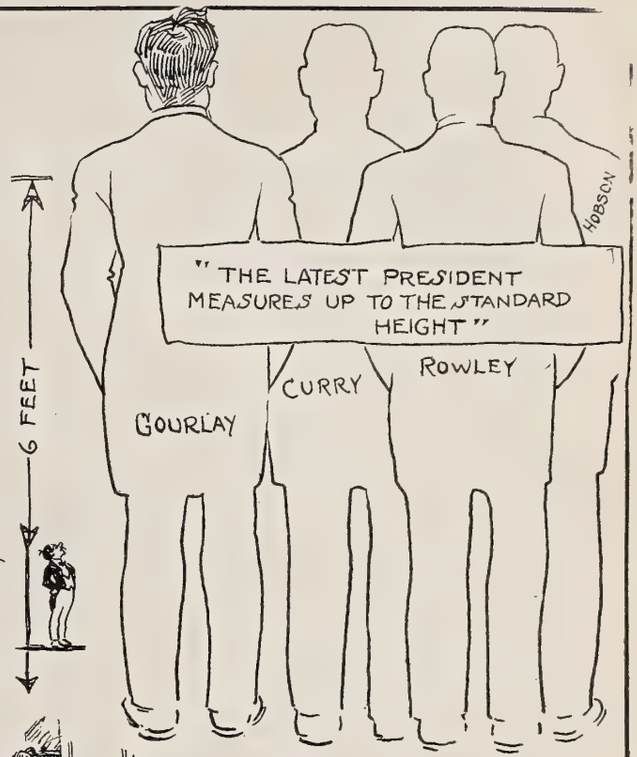
Mr. Cockshutt: I will be very glad to. Are the members in favor of having that done? (Voices: Yes.) I will call a meeting then some time to-morrow.



Something to Crow About

"NOT TRAINING FOR A RACE BUT RACING FOR A TRAIN"



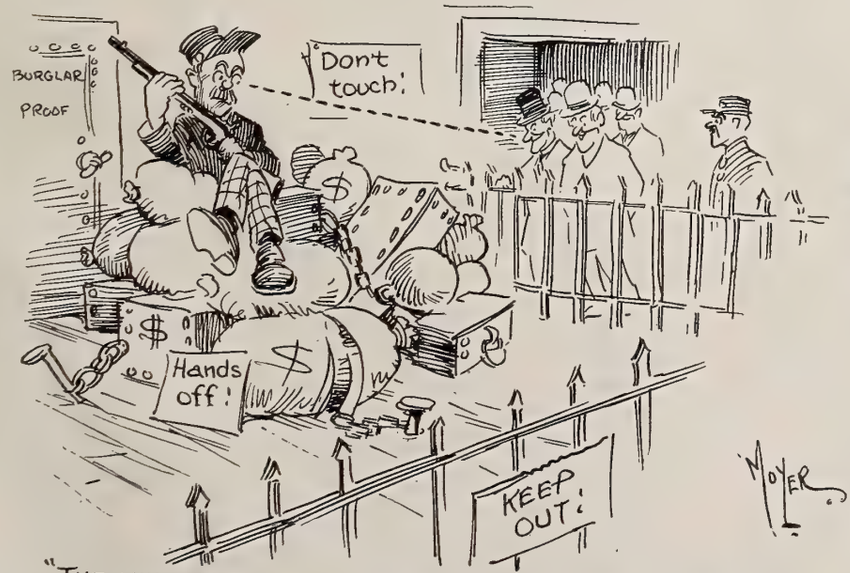


"MR. CURRY HAD THE LIGHTEST FOOT AT THE DANCE"

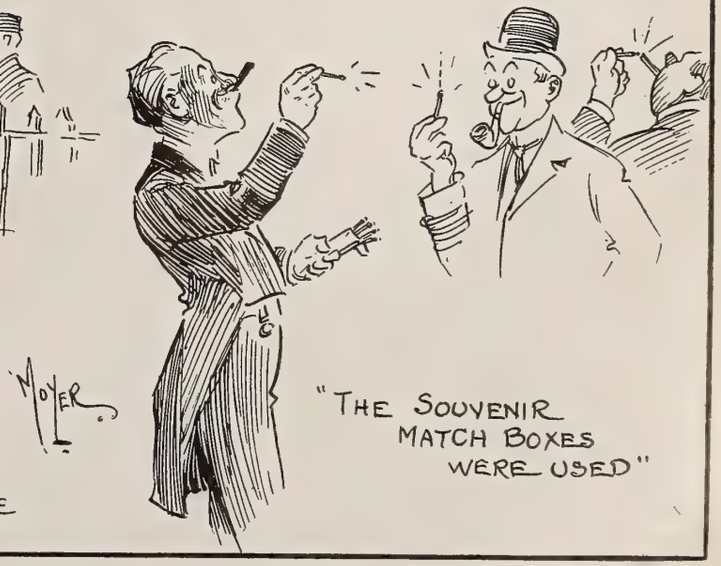




"OTTAWA GAVE THE C.M.A A GOOD WELCOME"



"THE MINT AUTHORITIES APPARENTLY THOUGHT THAT THE MANUFACTURERS WERE NOT USED TO MAKING MONEY"



"THE SOUVENIR MATCH BOXES WERE USED"

CONVENTION SKETCHES



STENOGRAPHIC REPORT OF PROCEEDINGS

At the Forty-first Annual Meeting of The Canadian Manufacturers Association, held in the City of Ottawa, Ontario, on Tuesday, Wednesday and Thursday, September the 24th, 25th and 26th, 1912.

The opening session of the Forty-first Annual Meeting of the Canadian Manufacturers Association was held at the Chateau Laurier, in the City of Ottawa, on Tuesday at 10.30 a.m.

The Chair was taken by the President, Mr. N. Curry, of Montreal.

MR. ROWLEY: Mr. President and Gentlemen,—I have great pleasure on behalf of the Ottawa Valley members of this Association in welcoming you to the city as brother manufacturers, and I have also very great pleasure in asking you to listen to a few words of welcome that His Worship, the Mayor, will address to you, not only on behalf of the city and on his own behalf, but also on behalf of the Council and on behalf of the citizens of Ottawa. I feel sure after you have heard the few words His Worship has to say you will feel satisfied you are welcome visitors to Ottawa.

Mayor Hopewell's Address.

HIS WORSHIP, MAYOR HOPEWELL: Mr. President, ladies and gentlemen,—My first duty is to thank the President and members of the Association for their very great kindness in conferring upon me, just a few moments ago, the great honor of making me a member of the Manufacturers Association.

I do not remember that upon any occasion in my life I so easily and with so little effort slipped into any such honorary position. I suppose it might be truthfully and properly said that this world is simply divided into two classes, the class of the non-producers and the class of the producers, those who make or produce something that the human race needs, and those who do not; and on behalf of the citizens of Ottawa and of the City Council it gives me very great pleasure to welcome such a large number of the producers of Canada to our midst to-day, and to say to you on their behalf that you are heartily welcome and that we hope your stay here will be both profitable and full of pleasure to every one of you. We hear a great deal in these days about the high cost of living, or perhaps what is more true, the cost of high living and all the causes of this condition, but, when you come to think of it, is it not the logical and proper outcome and result of advancement. The aborigine needed little but food and his tepee, but as man goes on in development, as man increases in intelligence and as education progresses and elevates the people, the greater are their needs and the more it takes to supply those needs. I never think of this subject but I think of a prophecy made by that old prophet —and he was surely a prophet—Henry Ward Beecher, in London years ago when he tried to point out to the British people that the slaves in the south of the United States of America were not as valuable as a people to whom to sell manufactured products as the white people, educated and civilized. So it comes to pass that the very fact that the

human race is being uplifted and is advancing is surely the real reason why their needs are greater, more varied and more difficult to supply.

He Avoids Politics.

I never talk politics acting in the position in which I have the honor to act to-day, and therefore I am not going to discuss at all or even suggest the merits of Free Trade and Protection, but there is a kind of protection I have heard my good friend Mr. Rowley discuss in which I think we all agree, and that is the protection of our great natural resources from destruction or exploitation. (Applause.) What I mean by the protection of our great natural resources is simply the intelligent use of this great estate that is ours as a Canadian people; and let me say right here that no people in any age or any time in the world's history were ever given such an estate to conserve, to protect and develop as the people of Canada have as a heritage to-day. (Applause.) There are a great many questions that are agitating our minds in this great country, largely because of the rapid development and advancement that we are making, but when we come to recognize more clearly that the interests of the employer are identical with the interests of the employee, then it seems to me we will be nearer a proper solution of the problem of capital and labor. When we realize that every man's advancement and development means advancement and development to the whole, for, after all, what is better either to the man who makes an article or the man who sells an article than an intelligent community to purchase it. Indeed, you must have the intelligent community before they have the purchasing powers, and surely the greater the number, the more widespread the intelligence, the more general the advancement, which means increased need in every department of this complex civilization of ours, the greater the demand for that which we have, and which a kind, beneficent Providence has put into our hands, not only to be used for selfish ends but for the development and progress of the people that we call Canadians. I like to impress the thought upon the people wherever I get an opportunity, that the day has gone by when we ought to use this narrow contracted little phrase of "Canada for Canadians," but rather that we step onto the higher ground, that we take the higher position and broader outlook and saner stand that it is Canadians for Canada every time. (Applause.) So, Mr. President and gentlemen, as the manufacturers of this country, I do not know of any class in the whole community that is playing, or is destined to play, a larger part in the development and progress of this Canada of ours than the manufacturers, the men who take the products that Providence has placed at our disposal, put them upon the markets of the world, convert them into cash and distribute that cash throughout the community for the enrichment and benefit of all. For perhaps we do not emphasize as we ought to emphasize the fact that simply to buy an article at one price and sell it at another does not increase the riches of the country by one iota; the simple purchase of something at a given price and the sale at a higher price adds nothing to the wealth of the country; but taking the raw product of the forest, of the mine, of the water, or of the soil and putting it into such form that it is of use and that it meets the needs of the people is to add to the wealth of the community and the nation; and when the day comes that the employer and employee not only turns out the manufactured article because they wish to make money out of it, but because they both shall take a pride and joy in the thing produced, then we shall have a community not only producing the best, but the best stamped with the individuality of the people, and every people must maintain and stamp its products with its individuality if it is going to be a great people. I take it that the British people are great in the manufacturing world to-day because they have in the past stamped everything they have made with British honesty, and because everything made was made and sold to be the article that it was represented to be; and you cannot divorce truth and trade and prosper. The two God has joined together and no man, no firm, no nation can divorce those two things and yet be a prosperous nation or community.

Believes in the Future.

Now, I did not come here this morning prepared to make any speech and I hope you will forgive me for throwing out those few suggestions. I am interested, as you are all interested, in the growth and development of this great country, not only in its material way, because every man who is engaged in the manufacture of anything can add to the intelligence, to the comfort, to the elevation of the whole people by the products that he makes, and when the manufacturers of this country—because I believe in the next five years there are going to be developments in this country that the greatest optimist has not yet dreamed of. Did you ever notice that the history of Canada in the past, up to date, has been the history of the optimist of the past and not the pessimist? When Joseph Howe stood in that great hall in 1856 in Halifax and said to an audience that the day would come within the lives of many of those to whom he spoke that the sound of the locomotive engine would be heard in the Rockies, and that in five or six days man would be able to cross the continent from the Atlantic to the Pacific on Canadian soil, they said: "He is a dreamer. It is beautiful language, it is eloquent diction but it is too good to be true." Yet it was men of his type who had faith in this country, who had the vision of future greatness, and their dreams have been realized and are taken as accepted facts instead of the dreams of men who were afraid to launch out into great things, and to see and dream great things for Canada. Our vision of what is ahead of us ought to bring to us this one thought—that upon us as a people is laid an immense responsibility, because there never came to any individual or to any people a great opportunity without a corresponding great responsibility; and upon your shoulders, to a very large extent, devolves the responsibility of developing this country, of so directing into proper and right channels all that is meant by the manufacturing industry in Canada, upon your shoulders largely lies the responsibility of what shall be in the future; and I, for one, have no doubt about the future either of Canada or of this fair capital city. It is, after all, in my judgment and in the judgment I think of all who recognize that Providence has done much for us in this beautiful capital, and the day is at hand when the Canadian people are beginning to realize that to make a capital worthy of this nation is the duty of every citizen of Canada.

I thank you, Mr. Chairman and gentlemen, for the honor conferred upon me in asking me to come here this morning and extend a word of welcome to you upon this auspicious occasion, the occasion of the opening of your forty-first convention in Canada. May every moment of the time spent bring great pleasure and profit to every member of this Association. This is a matter in which not only we are concerned but I think the whole country is concerned, and we are hoping for the best. As I said, we are all optimists and not pessimists and we are looking at the bright side. There is more money in a smile than a frown, there is more money in a laugh than a sigh, there is more business secured by being optimistic than pessimistic.

I thank you, Mr. Chairman and Mr. Rowley, for your very great kindness. (Applause.)

The President's Reply.

THE PRESIDENT: Mr. Mayor,— On behalf of the Manufacturers Association I thank you for the warm words of wel-

come you have spoken to us and the nice things that you have said about the manufacturers generally. I assure you we meet here with a great deal of pleasure in your most beautiful city and this most magnificent hotel. I think, however, as you said, and as the ladies say, you might have provided us with a better brand of weather. I think we will have to send a delegation from this Association to the Weather Bureau to protest against the vile brand they have been dealing out for many days past. However, notwithstanding the weather, we shall have perhaps the largest and most important convention in the history of this Association.

I am glad to welcome so many of the members here this morning. I presume that the Montreal contingent and many others will not turn up till afternoon. However, there is much business and many important matters to come before us, and without further preamble we will proceed with the programme. The first thing is the minutes of the last annual meeting. These minutes were published in INDUSTRIAL CANADA. Will you take them as read?

Voices: Yes.

The next order of business is communications.

The Secretary: I have received the following communication from the Mayor of Halifax inviting us to hold the 1913 convention in Halifax. (Reads.) (Applause.)

The President: I would suggest this be referred to the Reception and Membership Committee. (Suggestion adopted.)

The next is the appointment of scrutineers, and I would suggest the names of Mr. Megan, Mr. Breadner, Mr. Walsh, Mr. Stirrett, Mr. McIntosh, Mr. Pousette, Mr. Meldrum and Mr. Wegenast.

The next is the appointment of the Committee on Resolutions. This would ordinarily consist of the Chairmen of Standing Committees and branches, but as some of these are absent it might be enlarged by the appointment of Mr. E. C. Henderson (Windsor), Mr. T. A. Russell (Toronto), Mr. W. H. Rowley (Ottawa), Mr. S. E. Elkin (St. John), Mr. C. R. McCullough (Hamilton), and Mr. Harry Cockshutt (Brantford), and as we do not know who are coming from Montreal we may probably add two or three others during the afternoon.

We will now have the report of the Secretary, Mr. G. M. Murray.

The Secretary read his Sixth Annual Report as follows:

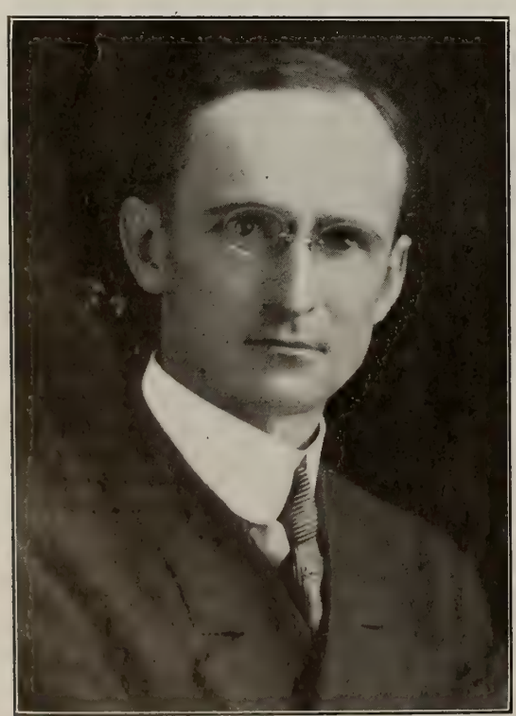
REPORT OF THE GENERAL SECRETARY

MR. G. M. MURRAY

The Wisdom of Increasing the Membership Fees is Already Shown by the Almost Entire Absence of Resignations and the Certainty of Greater Efficiency. Better Attendance of Committee Meetings is Needed

IT gives me pleasure to present herewith for consideration my sixth Annual Report as Secretary of your organization.

From an administrative standpoint, the year that you have come together to review has been on the whole a most satisfactory one. As the Treasurer's statement will show, you have materially increased your expenses in improving the quality of the Association's service and in widening its scope; notwithstanding this fact, however, your surplus assets are $9,000 ahead of what they were a year ago. Your membership has increased, not to any great extent, it is true, yet sufficiently to evidence the confidence and esteem in which your organization is held by the manufacturers of the Dominion. INDUSTRIAL CANADA, your official organ, has never known such a prosperous year; compared with 1911 its net earnings show a gain of nearly 50 per cent. Apart from its value as an educational force, its actual return in money is now equivalent to the combined fees of over 800 members. Your staff has been enlarged to keep pace with the growing demands of your work, and in that enlargement provision has happily been made for more adequately serving the needs of members remote from Head Office. Your Committees have worked faithfully to promote your interests, with results that will presently be made known. Branches and Trade Sections have met as the occasion required and have many successful achievements to record. The specialized departments at Head Office have been more than ever utilized by members in search of expert assistance and advice. In short, throughout the entire organization there has been a marked tendency to progress, a condition that to your Secretary at least has been a source of encouragement and inspiration.



MR. G. M. MURRAY
Secretary Canadian Manufacturers Association

Membership Fees.

The one event of outstanding importance, of course, has been your decision to increase the membership fees. Fees are the very mainspring of our existence. Our efforts, and consequently our attainments, must ever be conditioned upon there being the wherewithal to pay. Heretofore, our development has been more or less stunted by reason of the financial fetters that have held us back, but the fearless and far-sighted manner in which you attacked this problem last January has given us freedom to move, to expand and to grow in bodily

strength and vigor. It is for you to see to it now that this new-found strength is used judiciously and in moderation, for much as we may exult in the enjoyment of it we must guard against overtaxing it, as our powers are still strictly limited.

Standing Committees.

The printed booklet that has been given you contains reports from all the Standing Committees except two, namely, Technical Education and Finance. The former have deemed it prudent to await the report of the Royal Commission before recommending any further course of action, a plan which I am sure will appeal to you as wise. As for the Finance Committee, it reports regularly, of course, to the Executive Council, but for the purposes of the Annual Meeting, the Treasurer's statement and report, coupled with the explanations of the Secretary, have always been regarded as sufficient.

Committee meetings on the whole have not shown the percentage of attendance that was common a few years ago. That there have been exceptions goes without saying, but the average has been downwards. To some extent this is accounted for by the increased representation on Committees of members from points outside of Toronto, who usually find it difficult to be present; to some extent it may be due to the fact that some of your Committees are burdened with too much routine. Whatever the cause it is worthy of note that your salaried officers have had to accustom themselves more and more to act with the advice of fewer men, and that the work has not suffered in consequence is perhaps a good argument why greater responsibility should be placed upon them.

Branches.

The three large city Branches, Montreal, Toronto and Hamilton, have all had a fairly active year, while provincial Branches for the most part have marked time. Where many manufacturers are congregated in a small area they are more likely to have interests in common, so that co-operation is more easily brought about and usually more productive of results. The great difficulty that provincial Branches have to contend with arises from the fact that their membership is scattered, and can only be brought together by some issue of broad application, as, for example, a bill before the Legislature. City Branches, on the other hand, have the advantage of being able to occupy themselves with municipal issues in addition to legislative work.

A suggestion will be laid before you at this meeting looking to the appointment of Provincial Legislation Committees, not exactly to supersede any of the Branches, but rather to give better direction to their efforts. The idea, I believe, is a good one, and I have pleasure in commending it to your consideration.

Reference was made at last year's meeting to a ruling whereby all Branch Secretaries, excepting those paid a stated salary, were constituted honorary officers, authority being given the Finance Committee to remunerate them from time to time should there be evidence of sufficient activity to justify it. Honoraria have been paid throughout the year to the Manitoba and British Columbia Secretaries, and withheld at times in the case of the Secretaries for Quebec City and Nova Scotia. The two latter officers have since resigned. The vacancy in Nova Scotia will be filled by the appointment of Mr. R. V. Harris, of Halifax, but no successor has as yet been chosen to Mr. Moisan in Quebec. At one time it was thought that an arrangement might be effected with the Quebec Shoe Manufacturers' Association whereby we would share with them the expense of an office in that city, the one Secretary to serve both organizations, but the negotiations unfortunately fell through.

Sections.

A report upon the work of our Trade Sections would not only make interesting reading, but would point to a field of profitable endeavor that our Association has thus far only begun to cultivate. The limited time at my disposal, however, will not permit me to make more than passing reference to it. The Food Products Sections has held frequent meetings to consider, criticise and suggest amendments to the draft food standards of the Department of Inland Revenue. The Manufacturing Jewellers' Section has been similarly engaged in an effort to mould the Gold and Silver Marking Act into more satisfactory shape. Proposed changes in the freight classification and the increase in carload minimums have provided the Furniture Section with plenty of material to work upon, while tariff difficulties of one kind or another have been the means of bringing together the Wine Growers, the Woollen Manufacturers and various other trades.

All told, we have about twenty Trade Sections in the Association, with several additional trades organized independently, but co-operating more or less wtih us. Some few Sections have not shown much activity for some years past, and I would offer the suggestion that the representation of these Sections on the Executive Council be dropped.

Industrial Canada.

Of INDUSTRIAL CANADA I need say very little. The Committee who have had charge of it will report presently and give you details of the wonderful progress it has made. It has come to be an asset of great value to the Association in more ways than one, and it has been nourished and encouraged accordingly. We have increased our expenditure on illustrations and special articles for it, and have been rewarded for our pains by a more than commensurate growth in its advertising patronage. The paper is now in such a strong position financially that I feel we might well afford to increase its free circulation, as a means of benefiting both the Association and its advertisers. If the Committee would confer with the Membership Committee on the subject a plan could probably be devised that would operate to their mutual advantage.

The staff of INDUSTRIAL CANADA has been changed since our last Convention as a result of the resignation of Mr. Gillies, formerly Advertising Manager. His position has been filled by the transfer of Mr. Megan from the Editorship, who in turn was succeeded by Mr. Stirrett.

The Staff.

Numerous changes have been made in the general staff as well. It is with regret that I report the resignation of Mr. Scully, formerly Assistant Secretary and Secretary of the Toronto Branch, who has left us to take charge of the work of the Canadian Home Market Association. During the five years that he was with us he proved himself an efficient officer, and we were sorry indeed to lose him. His duties as Secretary of the Toronto Branch are now being looked after by Mr. McIntosh, who is giving more of his time to that work. As for the Assistant Secretaryship it has been thought wise to divide and specialize the work by the definite assignment of one man for the East and another for the West. Hereafter, therefore, there will be two Assistant Secretaries, Mr. Meldrum for the East, with headquarters in Montreal, and Mr. Poussette for the West, with headquarters in Winnipeg. The former will continue to act as Secretary for the Montreal Branch, and

the latter will supersede Mr. Bulman as Secretary of the Manitoba Branch. A rate clerk has been added to the staff of the Transportation Department, a law student has been articled to our Legal Secretary, and a general office assistant has been engaged to supervise indexing and filing systems and to act as librarian.

With these additions the Head Office staff now numbers twenty-three, while employees at other points bring the total up to twenty-eight. Of this number twenty-one are giving their entire time to the Association's work.

You will be sorry to learn that on the 1st of October we are to lose the services of Mr. Breadner, Manager of our Tariff Department, who is re-entering the employ of the Government. Mr. Breadner is a man of exceptional qualifications for the position he has had to fill with us, and it is going to be very difficult to find a suitable successor. What is our loss, however, will be the country's gain, so that however much we may regret his departure we can find satisfaction in the thought that he is but transferred to a higher field of usefulness.

Offices.

The increasing volume of work in hand made it necessary some months ago to enlarge our office accommodation. This we did by taking an assignment of a lease of three rooms on the thirteenth floor of the Traders Bank Building, to which we moved our INDUSTRIAL CANADA offices and our Board room. For three years now the Insurance Department has been on the fifth floor of the same building, while our Main Office is on the fourteenth. It is expected that within a year there will be an opportunity of consolidating them all again, and if the expense involved is not too large I would strongly recommend that this be done.

Meanwhile it is satisfactory to know that our main office lease is a valuable one. It still has over four years to run, and could readily be sold at a profit to the Association of $1,000 a year.

A considerable quantity of new furniture has recently been purchased, partly as additional equipment and partly to replace what was no longer suited to our requirements. Further expenditures will be needed along this line to provide the office with the conveniences which it really should possess.

Trade Index.

The 1910-12 edition of the Trade Index has now been practically all disposed of. Our policy throughout has been to distribute it free where there was reason to suppose it would be used to the advantage of Canadian manufacturers—otherwise to charge for it. At first it was sold for $2 per copy in Canada and $3 outside, but to clear the balance out preparatory to next year's edition this price was cut in two some months ago. Previous editions were distributed entirely gratis, and it was thought when the present one was brought out that to make a charge for it would restrict its circulation. Experience has shown us, however, that those wishing to make use of it do not hesitate to pay for it, and the incidental revenue to the Association is considerable.

For the new issue it is proposed to make the classification more extensive than ever before and to list a very much larger proportion of non-members. These improvements should add materially to its value as a trade directory.

With this brief survey I propose, with your permission, to conclude. Other years I have made bold to offer numerous suggestions as to the conduct of your organization, looking always to an increase in its efficiency. Some of these you have done me the honor to accept; others you have reserved for future consideration. If I make no particular request of you this year it must not be supposed that I see no way in which the service of the Association could be extended or its management improved; on the contrary I believe it stands in greater need of reform to-day than it ever did. Happily the change to which I attach most importance will come before you at this meeting in the form of a recommendation from the Advisory Committee, and pending its settlement I prefer to leave other matters in abeyance.

All of which is respectfully submitted.

G. M. MURRAY, *Secretary.*

Stenographic Report of Proceedings
Continued

Mr. Gourlay: Mr. President, I rise with great pleasure to move the reception and adoption of this report, and at the same time to express the heartiest thanks of this Association to the Secretary for the indefatigable and magnificent work throughout the year. Those of us on the various committees who come into contact with him have to-day a greater admiration and respect for him than ever before, and we hope the day will be far off in the future when there shall be any severance of our relationships. (Applause.)

Mr. Rowley: I have great pleasure, Mr. Chairman, in seconding that resolution and in seconding in every way I can the Vice-President's expression of our satisfaction with Mr. Murray's work, and with the way in which he meets us all and performs his duties.

The President put the motion to adopt the report which, on a vote having being taken, was declared carried.

The President: I have much pleasure, Mr. Secretary, in



"J. Canuck: "I suppose my shipping can go through the Panama Canal?"
Uncle Sam: "Oh, no! Johnny. I'm not so easy as you."
—Toronto Telegram.

presenting you with this vote of thanks, and I am sure I approve of every word that is said both by the mover and seconder.

Mr. Rowley: I suppose in passing that we are not debarred from taking up some of the points the secretary has raised in his report?

The President: I think it would be quite in order later on, if any points arise, to discuss them.

We will now have the report of the Treasurer, Mr. George Booth.

Mr. Booth: My duty is a very easy one to perform. We have a very able Financial Committee, and Mr. Murray looks after the work pretty well, and he has given you a great deal of information this morning, and with the figures before you it sems to me while I have the pleasure to submit this report we should congratulate ourselves on its very creditable showing. It speaks for itself, and while it may be unnecessary for me to make any comment upon it, perhaps it would not be out of place to ask your attention to the balance sheet.

TREASURER'S REPORT

Mr. Booth Shows that the Association's Finances are in Good Shape

It is with more than ordinary pleasure that I submit for your approval the forty-first annual financial statement of the Canadian Manufacturers Association. I think we can congratulate ourselves on its very creditable showing.

It speaks for itself, and while it may be unnecessary for me to make any comment upon it, perhaps it will not be out of place to ask your attention to the balance sheet, which shows us to have a surplus over our liabilities (after deducting $1,225.00 for depreciation of furniture and fittings and $1,000.00 for loss, if any, from bad and doubtful debts), of $28,595.45, an increase of $8,888.93.

Our revenue for the year of $48,515.10, consisting of receipts from members' fees, profit from INDUSTRIAL CANADA, and interest on our surplus funds, is an increase over that of the previous year, derived from the same source, of $6,149.27. Last year our revenue was augmented by the sum of $3,156.13 received from the profits earned by the "Trade Index" and a small surplus from the "Western Trip."

The total cash receipts amount to $91,263.40. The principal items are INDUSTRIAL CANADA, $24,895.40, the Regina Relief Fund, $17,821.50. Of this last item we have an unexpended balance of $3,024.72, which appears among our liabilities. The disposition of this balance will probably be provided for at a later stage of the meeting.

Judging from the percentage of members who have thus far paid their fees in accord with the advanced scale, it is thought the anticipated expenses for the current year of $45,000.00 will be more than provided for from this source.

Our investment in Municipal Bonds at $20,542.92 remains the same as last year, as per statement herewith. The state of our finances seems to warrant the investment of a further amount of not less than $5,000.00, but it was thought better to take no action in the matter until after this meeting.

I am pleased to move the adoption of the report, which has been duly audited.

(Signed) GEORGE BOOTH, *Treasurer.*

Stenographic Report of Proceedings

Continued

Mr. Booth: I don't know whether there is anything particular in this statement that might call for explanation, and yet it does sometimes occur to me that some of the members do not understand our rental. We pay about $4,000 for rental, and it appears here in the statement: Rent and light, $744. The explanation of this is that it is charged up to the branches. If the Association wishes to know just how those amounts are appropriated I could let them know in a few minutes. Then again the item of salaries is $7,782. That only refers to the head office salaries. We pay total salaries of about $32,000 to our employees. I just speak of these two items because I thought some of the members might want some information in regard to them. If there are any questions any of the members wish to ask I should be pleased to answer them, but if there are no further enquiries I have much pleasure in moving the adoption of the report.

Mr. Firstbrook: In the absence of the Chairman of the Finance Committee I have pleasure in seconding the motion for the adoption of the report.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: The next is the report of the Reception and Membership Committee. The Chairman of that Committee I believe is absent, and I will call upon our Secretary to read its report.

The Secretary then read the report of the Reception and Membership Committee.

A MERE MATTER OF HONOR



President Taft.—Here, swallow this.
America.—Thanks; I'm an Eagle; I'm not a Vulture.

RECEPTION AND MEMBERSHIP

FROM the viewpoint of your Reception and Membership Committee, who have pleasure in submitting the following report for your consideration, the year in review has been a memorable one. Ordinarily one of the principal duties expected of them would be to devise plans for increasing the membership; in other words their policy should be one of aggression. Recent developments, however, have forced them to change from an offensive to a defensive attitude, so far as mere numbers are concerned, though in other respects their plan of campaign, far from wanting in aggressiveness, has been of such a forward character that many were inclined at first to doubt its wisdom.

Looking back over the past decade one can find very little cause for dissatisfaction with the growth the Association has



MR. HOLT GURNEY

Gurney Foundry Co., Toronto

Chairman Reception Committee, 1911-1912

experienced. At the beginning of 1902 we had a membership of only 900; to-day it is over three times that number. The figures for 1902 in turn represent a gain of 600 per cent. over the figures for 1899. Such a rate of increase could not of course be continued indefinitely, for sooner or later, by a process of exhaustion, we were certain to attain what might be called our normal maximum, after which our growth as an organization could do no more than keep pace with the growth of the country itself.

This did not mean, however, that our activity and usefulness should increase only in proportion as our numbers increased. True, for a time the annual access of strength provided sufficient additional revenue to finance such improvements and extensions in our service as we thought it necessary to make, but before long there was a demand for the Association to interest itself in new and desirable forms of service which the limited funds in the treasury unfortunately made impossible.

It was to meet this situation that we began some years ago to scale up our membership fees. Prior to 1903 all members paid a uniform fee of $10.00, but in that year we decided to make a change by differentiating between members having over 100 employees and those having less than that number. The latter were continued at the $10.00 rate, while the former were advanced to $25.00.

For a time this sufficed, supplemented as it was, of course, by the fees of many new members, but not for long. In 1906 provision was made for a $15.00 class, into which were promoted all members employing between 50 and 100 hands. In 1910 two other classes were added to the schedule, one of $35.00 for firms employing from 500 to 1,000 hands, and another of $50.00 for firms employing over 1,000 hands.

With the exception of the first, it will be noted that these modifications were not of a very radical character. The creation of a $15.00 class added only $5.00 per year to the fees of 10 per cent. of the membership, while the creation of classes at $35.00 and $50.00 together affected less than 2 per cent. As a means of securing additional revenue, therefore, they were comparatively unproductive.

Meanwhile it was monthly becoming more and more apparent that the Association was insufficiently financed. Opportunities for useful service in new lines of work were presenting themselves which it was impossible to take advantage of by reason of the lack of funds, while other branches in which a service had long been given were being dwarfed and impoverished from the same cause. In other words, the Association was beginning to lose its grip; it was failing in its duty toward those who were supporting it, and unless the situation were dealt with promptly and effectively there was reason to fear that some considerable measure of that support might be withdrawn.

This was the situation which confronted your Committee when they assumed the cares of office last autumn. There were just two ways to obtain the funds needed to maintain the efficiency of the organization—one was to launch a big campaign and sign up at least 1,000 new members, the other was to ask a larger fee from those already on the roll. The former promised to be exceedingly difficult, if not well nigh impossible, and in any event could be accomplished only at an expense that would leave the Association very little net profit. The latter on the other hand seemed likely to be attended by numerous resignations, and in the minds of some it was a question whether the loss from this source would not offset anything that might be gained from raising the fees.

After several consultations with the Finance and Advisory Committees it was finally decided that the only real solution lay in advancing the fees; that to make adequate provision for future as well as present needs they should be readjusted to a scale that would yield a net increase of at least $12,000 a year, assuming that the existing membership could be maintained; further, that the scale should be devised with a view to placing the additional burden upon shoulders that were well able to bear it, leaving the $10.00 membership as far as possible undisturbed.

The outcome of it all was the following schedule, adopted

at a special general meeting of the Association called for the purpose in Montreal last January:—

(*a*) Members employing up to 30 hands	$10.00
(*b*) Members employing 30 to 60 hands	15.00
(*c*) Members employing 60 to 100 hands	25.00
(*d*) Members employing 100 to 200 hands....	35.00
(*e*) Members employing 200 to 500 hands ...	50.00
(*f*) Members employing 500 to 1000 hands ...	100.00
(*g*) Members employing over 1000 hands ...	150.00
(*h*) Additional Representatives, each	10.00

A comparison of this schedule with the one previously in effect shows increases applicable to members as follows:—

	Old	New	Increase
Employing up to 30 hands	$10.00	$10.00	None
Employing 30 to 50 hands	10.00	15.00	$5.00
Employing 50 to 60 hands	15.00	15.00	None
Employing 60 to 100 hands	15.00	25.00	$10.00
Employing 100 to 200 hands	25.00	35.00	10.00
Employing 200 to 500 hands	25.00	50.00	25.00
Employing 500 to 1000 hands	35.00	100.00	65.00
Employing over 1000 hands	50.00	150.00	100.00
Second Memberships	10.00	10.00	None

In this connection it should be mentioned that instructions were given the Secretary to ascertain as far as possible in advance the number of each member's employees, so that he could be billed for the amount which he should rightly pay. A general circular was issued on the subject with a request that everyone should supply the Head Office with the information direct, and although this was subsequently followed up by a reminder to those who had not replied, only about fifty per cent. of the membership were definitely heard from. Other sources of information then had to be utilized, some of which unfortunately could not be very well depended upon, so that it may well be that many members were wrongly billed. Where an overcharge was made, your Committee usually heard of it, but complaints of the opposite kind were rare.

It was but natural that the introduction of changes so radical should be viewed in some quarters with serious misgivings, but your Committee are pleased to be able to report that the results to date have been most gratifying. It is too soon of course to speak with any degree of definiteness, for while the new schedule went into operation on February 1st, it was applied to the individual member only when his year expired and his fees became renewable, so that it will be January next before the last of the membership feel its effect. Meanwhile, however, the following data should prove interesting as showing the extent to which our expectations are likely to be realized:—

During the last six months of our fiscal year, 1911, February to July inclusive, we collected $13,524.05 in fees from 1,072 members, an average of $12.62 each. During the corresponding period of 1912 we collected $17,233.74 from 1,050 members, an average of $16.38 each, or a gain over the average of a year ago of $3.76.

A similar comparison for the month of August gives much more promising results. It should be stated by the way that August is the big month for fees, big not only because of the number that are then payable but big because of the fact that included in that number are many of our largest subscribers. The collections for August, 1911, were $10,044.60, representing the fees of 475 members, an average of $21.14 each. This year they were $13,066.66, representing the fees of 447 members, an average of $29.23 each.

For the seven-months period from February to August inclusive, which overruns the fiscal year, the collections for 1912 under the new schedule exceed last year's collections under the old schedule by $6,731.75, while this year's average exceeds last year's average by $5.01. Providing we are able to hold our own in actual numbers, therefore, it seems more than likely that we will succeed in getting the extra $12,000 a year that we counted upon.

And here again the results to date are quite encouraging. With a smaller number than ever of eligible and desirable non-members to recruit from, and with a higher cost of membership furnishing the excuse for numerous resignations, it would probably have occasioned very little surprise had the returns for the year shown a falling off. Indeed, when the advance in fees was decided upon, your Committee hoped for nothing better than to be able to show at the end of the year that the Association had held its own. But it has done better —it has made a gain, and though that gain may be small, the very fact that it is a gain in the face of so many adverse influences speaks volumes for the esteem in which the organization is held by the manufacturing interests of the Dominion.

The following tables show the distribution of the membership by provinces and by classes on July 31st, 1911-1912:—

1911.

	$10	$15	$25	$35	$50	Total
Ontario	1,177	218	255	2	5	1,657
Quebec	472	82	129	1	6	690
Nova Scotia	64	5	14			83
British Columbia	80	11	21	1		113
New Brunswick .	31	9	7			47
Manitoba	90	8	12			110
Alta. & Sask. ...	19	2	1	1		23
P. E. Island	2					2
	1,935	335	439	5	11	2,725

1912.

	$10	$15	$25	$35	$50	$100	$150	Total
Ontario	1,026	288	278	56	27	1	1	1,677
Quebec	423	115	122	27	25	3	3	718
Nova Scotia	58	5	17		2			82
B. Columbia ...	73	13	19	3	2			110
N. Brunswick ..	24	12	6	1				43
Manitoba	77	10	13	1				101
Alta. & Sask...	16	2	1	1	1			21
P. E. Island....	2							2
	1,699	445	456	89	57	4	4	2,754

The net gain for the year as shown from the above was 29, being the difference between 223 applications and 194 resignations. The big majority of applications were secured as the result of personal solicitation, mainly by the staff but partly also by members who volunteered their services and to whom our thanks are accordingly due. Some few applications came unsolicited, and a still smaller number were had by correspondence. Of the total number accepted, 187 were new firms and 36 were additional representatives from firms already in the Association.

The number of resignations reported may seem large, yet with the exception of a few who had ceased to be eligible, and others whose manufacturing interests were so small that they were really no strength to the Association, none were passed where there seemed the slightest possibility of holding the membership.

Upon analysis, these losses are shown to have been due to a variety of causes. Mergers and amalgamations account for thirteen, changes in ownership or management for fifteen, the discontinuance of business from death, fire or some other cause for twenty-seven, and business failures for sixteen. In nine cases members expressed themselves as out of sympathy with the politics of the Association, six of them being Liberals and the other three Conservatives. Eleven had to be struck off for non-payment of fees; another lot of eleven

were second representatives whose support is always an uncertain quantity. While the increased fee may have been a frequent contributory cause, only seven resignations are known to have been due to it alone.

The readiness with which the larger fees have been paid has been a source of much satisfaction to your Committee, as it will no doubt be to this meeting. Our books at the end of August show 101 memberships paid in advance to 1913 on the $50 basis, 21 on the $100 basis, and 12 on the $150 basis. No more convincing proof of the practical usefulness of the organization could be given the non-member than the fact that such fees have been paid by so many firms, all keen and successful in business. When the largest and most progressive concerns in the country fix such high standards of value for membership in the Association, the proposition should appeal very strongly to the smaller manufacturer who has only a $10 or $15 fee to pay, and your Committee confidently believe that if these outsiders were now gone after persuasively and persistently they could be induced to join in surprisingly large numbers.

The advantages of a bigger membership are numerous and obvious. As we increase our strength so do we increase our usefulness. The more representative our organization becomes, both as regards trade and locality, the greater likelihood that its energies will be directed along lines that will conserve our common interest. Every access to our ranks means a larger revenue and consequently an opportunity to engage in wider and more effective service.

If our work benefits all Canadian manufacturers, and we have no hesitation in claiming that it does, then all of them should contribute to the expense involved in carrying that work on. It should not be a question of approving or disapproving any single act of the Association, much less the single act of any individual member or set of members. Our Association knows no politics; it pursues no policy that is not approved by the majority of its members, and, in our modern system of society, it is majorities that govern. The man who is content to accept all the advantages of our work without assuming his fair share of its cost lacks public spirit. Our work is so varied and so important in its application to industry that its maintenance upon a permanent basis should be regarded by all manufacturers as a fixed charge, as inevitable as insurance and taxes. A taxpayer has no choice but to pay for the service and protection which the municipality provides. A manufacturer gets service and protection from our Association which he does not have to pay for, providing he can square it with his sense of honor.

As shown above, our total membership at present stands about 2,750. According to last year's census there are in Canada over 19,000 manufacturing establishments employing five hands or over. Included in this number are presumably thousands of saw mills, grist mills, brick yards, bake shops, newspaper offices, tailoring and dressmaking establishments that need not enter into our calculations. But allowing the most liberal deductions for institutions of such a character, it seems reasonable to suppose that among the 16,250 outside the fold there are at least 1,000 who ought to be members and who probably would be if they were properly approached.

Let us suppose for a moment that these 1,000 manufacturers all agreed to come in. If they paid no more than the minimum fee of $10 each, in the aggregate that would add another $10,000 a year to our income. And what might not be done with $10,000 a year? It would pay for the up-keep of a number of agencies in the United Kingdom where skilled help could be secured for Canadian industries; it would equip us with a staff of insurance inspectors to keep our risks in good shape, to reduce our premiums and to diminish the fire waste; it would enable us to start a freight bureau for the checking of freight and express bills, the collection of overcharges and the adjustment of losses; it would finance a splendid campaign for more uniformity in commercial law among the different provinces; it would defray the cost of many a test case which it may be desirable to institute in behalf of industrial interests.

Viewed in the light of such possibilities, it must be apparent to every member that it is decidedly to his own advantage to bring into the organization every manufacturer of his acquaintance who does not now belong. To leave membership work entirely to the salaried staff is a short-sighted policy. The staff can do and are doing a great deal, but their united efforts would be insignificant in comparison with what might be done by 2,750 members if each of them would but start the year with a determination to secure at least one signed application.

A satisfied member always makes a more effective canvasser than a paid official. To begin with, he is able to approach his fellow manufacturer on terms of equality, frequently of intimacy. The very fact that he is not paid to do the thing he does, lends weight and dignity to his argument. Speaking as friend to friend, his personal testimony that membership has been worth while is far more convincing than the appeal of the stranger, however well-reasoned that appeal may be. His efforts, moreover, involve neither himself nor the Association in any expense, whereas with a paid official travelling about, the expense ratio is always high.

If members could only be induced to take a little more interest in such work, if they could only be aroused to a true sense of their individual responsibility as well as to an appreciation of their collective possibilities, the Association would grow and prosper as never before. No one will deny that the object in view is worth while; no one need complain that the duty expected of him is onerous, for a whole year to secure one new member is a task that should not occasion anybody any real difficulty. But the question is, will members agree to do it? Will you who are here present, agree to do it? Never mind waiting for the other fellow to make the first move; it is the prevalence of that very spirit, or lack of spirit that accounts for so little being done. What we want is action, individual action, and if each of you will decide here and now that so far as you personally are concerned during the coming year you will do your duty and turn in at least one application, the organization will be materially strengthened and enriched, and its usefulness may confidently be counted upon to increase in proportion.

It must not be assumed of course that in anticipation of such co-operation the methods customarily employed for membership work are to be abandoned, or even relaxed. On the contrary, steps have been taken to ensure a more effective canvass of the field than ever before. By the appointment of two Assistant Secretaries, one for the East, with headquarters in Montreal, and one for the West with headquarters in Winnipeg, territories will now be covered with a fair degree of thoroughness each year that formerly received very little attention at all. Mr. Meldrum, in the East, has already made a successful tour of Nova Scotia and is planning a similar descent upon New Brunswick in the near future. The prospects in Manitoba, Saskatchewan and Alberta are exceptionally bright. Mr. Poussette, who will have charge of that field, has been at Head Office for some weeks preparing himself for the work, and your Committee feel sure that once he takes hold he will be able to give a good account of himself. The Branch Secretaries are all being urged to prosecute the work with vigor in their respective localities, while the general staff in Toronto are being given roving commissions with special reference to the Province of Ontario.

During the transfer from the old to the new schedule of fees the membership must be cultivated assiduously, necessitating a good deal of travel in any event, and advantage is being taken of as many opportunities as possible to urge the claims of the Association upon non-members.

Receptions.

The formal entertainment features of the year were the receptions tendered the West Indies delegates and the party of British manufacturers. The former, it will be remembered, visited Ottawa in April for the purpose of negotiating with Canada a treaty of mutual preferential trade, and on the conclusion of their deliberations they were tendered banquets by our Branches both in Montreal and Toronto, the local Board of Trade co-operating in each case. The British manufacturers party being much too large to be received in such a manner, were looked after in other ways. The purpose of their visit, which was to study Canadian conditions at first hand, made it comparatively easy for members to entertain them and instruct them at the same time, and enjoyable functions were arranged and carried through with success by our Branches in Quebec, Montreal, Toronto, Hamilton and Winnipeg.

Receptions such as these should be looked upon as more than mere pleasurable duties, for on both sides they create impressions and promote feelings that cannot fail to prove beneficial commercially as well as socially. At the same time your Committee try not to lose sight of the fact that our organization is maintained for other and perhaps more serious purposes, and they endeavor consequently to keep their programme of entertainment within reasonable bounds.

West Indies Excursion.

The suggestion of an excursion to the British West Indies was briefly discussed at the last two Annual Meetings, more as something that had been thought of and dropped than as a proposition that might be definitely undertaken. Quite recently, however, there has been a considerable awakening of interest in the Islands among Canadians, on account of the successful negotiation of the treaty above mentioned, and the proposal to organize a party of business men for a winter cruise to the points covered by the treaty seems to be timely and appropriate.

Tentative offers have been made to different lines for a boat that might be suitable for the trip, but so far without success. Little difficulty would be experienced in getting one for about the 1st of December, to return about the middle of January, but commencing then the immigration business begins to be heavy and none of the trans-Atlantic lines seem disposed to release a boat for southern service. Your Committee on the other hand have proceeded throughout on the assumption that those who might participate would wish to spend the holiday season at home and to hold their annual meetings before going away, so their enquiries have been for a charter from say January 15th to March 1st.

There are good reasons for believing that at the present juncture a winter cruise to the British West Indies and the Panama Canal would prove exceedingly popular, especially if it could be timed to enable people to escape the severe winter weather which usually prevails in February. Not only would it be a delightful outing for those who took part but it would be instructive and commercially profitable to a high degree. Above all, it would promote the cause of Imperialism by strengthening with the tie of personal friendship the commercial bond which now links these Colonies and our Dominion.

If this meeting has any instructions to give in the matter your Committee will be glad to receive them.

Convention Arrangements.

In conclusion it is hoped that the arrangements for the Convention, over which your Committee have had general supervision, will meet with approval. Thanks are due to the Ottawa members for the entertainment they have so generously provided as well as for the conveniences and comforts with which we are surrounded. Addresses by outsiders figure more prominently on the programme than usual, but all are on subjects that should prove interesting, and are in the hands of men who know whereof they speak.

Respectfully submitted.

G. M. Murray,
General Secretary.

E. H. Gurney,
Chairman.

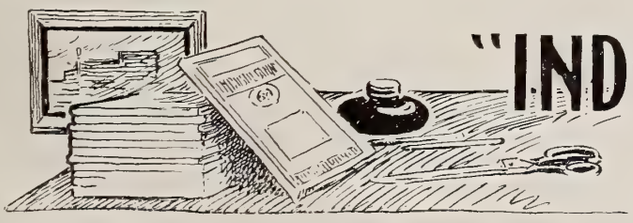
Stenographic Report of Proceedings
Continued

Mr. Tindall moved, seconded by Mr. Roden, that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: The next report is that of the Industrial Canada Committee, of which Mr. Stewart is Vice-Chairman.

Mr. Stewart then read the report



"INDUSTRIAL CANADA" COMMITTEE

THE work of your Industrial Canada Committee, more perhaps than that of any other Committee in the Association, speaks for itself. Concerned as it is with the publication of the journal, it necessarily comes before you for examination and criticism every time that journal appears. If members have scanned its reading and advertising pages as carefully as we hope they have, they will have been able to draw their own conclusions as to the fitness of the editorial policies pursued as well as the effectiveness of the business management. For the purposes of this report, therefore, it is not necessary to do more than offer a few general observations.

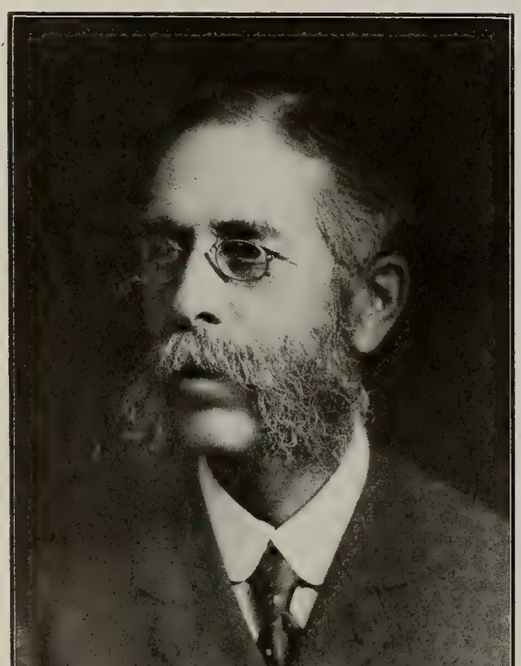
With the closer alliance of the Industrial Canada and Commercial Intelligence Committees the Association's publication has been able to give a broader and better service than ever before. The merging of these Committees has benefited *Industrial Canada*, not only in making it more vitally the organ of the Association on all commercial subjects coming up for discussion, but also by bringing to the consideration of problems confronting the paper the additional advice and experience of a large body of men. Since resuming the publication of the Proceedings of the Executive Council each month, *Industrial Canada* has become more than ever the leading expression of industrial thought and opinion in this country.

This year's Industrial Canada Committee have the satisfaction of presenting the best financial statement which the paper has yet shown. Setting out as a bulletin of the Association, published at a considerable loss, in order to keep the

members in touch with one another and with the work which the Head Office was accomplishing, *Industrial Canada* has grown and prospered until this year it turns over a surplus of $8,746.56 to the Association treasury, a sum equal to the total revenue of the Association only a very few years ago. This is in comparison with $5,950.36 last year, or an increase of 47 per cent. For the attainment of this result your Committee wish to give unstinted credit to the members who have supported the paper by their advertising.

A Canadian Publication.

Industrial Canada is a product of the Made-in-Canada idea, and it practises what it preaches. It urges, in season and out of season, the purchase of Canadian-made goods. It shows its consistency by refusing to accept the advertisements of goods which are not made in Canada. In this *Industrial Canada* is unique among Canadian journals. That the work it is doing meets with the approval of Canadian manufacturers is shown by the advertising it carries. Its advertising columns might be said to constitute a directory of Canadian manufacturers.



MR. C. S. J. PHILLIPS
Morton, Phillips & Co., Montreal
Chairman Commercial Intelligence Committee and Industrial Canada Committee 1911-1912

Editorial.

Since the last Annual Report was presented many questions of importance have come up for discussion, and in every case *Industrial Canada* has been active in setting forth the case of the manufacturers. The problem of Workmen's Compensation has been discussed in a series of special articles throughout the year. Transportation, Insurance, and Tariff matters have all received careful attention, and wherever necessary or advisable special articles have been secured bearing on the subject. The best Canadian writer on the subject has dealt with various phases of our banking system.

A serious discussion of the weaknesses of our patent system was carried on in *Industrial Canada* during the past year. This is a department which affects every manufacturer but which is seldom actually considered by him. As a consequence a system has grown up and has been perpetuated in this country which is both cumbersome and inefficient. The *Industrial Canada* articles on this subject, both critical and constructive, were prepared by experts in patent law, and the interest which they have aroused will result, we believe, in a betterment of the system.

Industrial Canada Scholarships.

Following a suggestion made at the last Convention of the Association, the Industrial Canada Committee, with the approval of the Executive Council, established during the past year a series of scholarships in the leading Canadian Universities and Agricultural Colleges. It was felt that the closer study of economic problems both as applying to commerce and to agriculture would be of inestimable benefit to the country at large. Canada is lamentably lacking in statistics, and the many questions which are constantly coming up for public consideration fail to get a fair judgment because the whole case is seldom adequately presented. The development of a body of students, who will be skilled in investigation, and whose interest will lie in studying local economic questions, was, in the opinion of your Committee, an object worthy of the greatest encouragement by the Association. It is hoped that the stimulus of scholarships will be effective in originating some good original research work. A sum of $500 was appropriated for the purpose, and was divided up among the following Universities and Colleges: University of Toronto, McGill University, Laval University, Dalhousie College, Ontario Agricultural College, Macdonald College and Manitoba Agricultural College.

Change in Card Advertisements.

A change was made during the year in one section of the advertising. Of this change the members have already been advised. Your Committee thought that a better service could be given to those using the card directory by condensing the matter and making a more complete record of Canadian manufactures. Towards this end the rate for insertion was reduced to three dollars a year for each heading. The new Buyers' Guide has been running for two months, and the extent to which it has been used is indicative of the service which it renders.

Change in Staff.

In December last Mr. D. B. Gillies, who, for three years had efficiently and satisfactorily occupied the position of Advertising Manager, resigned. Mr. F. P. Megan, for several years Editor of the paper, was transferred to the Advertising Managership, and Mr. J. T. Stirrett was appointed Editor. While your Committee were sorry to lose the services of Mr. Gillies, who had proved himself an exceptionally able officer, they can at least point with satisfaction to the uninterrupted progress of the paper as evidencing the fact that their confidence in Mr. Megan and Mr. Stirrett has not been misplaced.

Circulation.

The circulation of *Industrial Canada* has increased and improved during the year. The strengthening of the Association and the increase in big industries broadens the field of *Industrial Canada's* activities, and consequently of its value as an advertising medium. Never has the Association's paper preached the Association's gospel so widely as now. Wherever manufacturing operations are being carried on in the Dominion, *Industrial Canada* is voicing the principles of the Association.

New Offices.

Owing to the introduction of new departments and the inevitable increase in the staff, the Association's offices became too crowded during the year and new quarters were found for *Industrial Canada.* These are in close connection

with the main office, and the additional room makes possible a more satisfactory system of filing for cuts and records.

Respectfully submitted.

G. M. MURRAY, *General Secretary.*

J. F. M. STEWART, *Vice-Chairman.*

Stenographic Report of Proceedings
Continued

Mr. Stewart: Mr. President, I would like to move the adoption of this report, and in doing so I would like to call the attention of the members to the surplus of INDUSTRIAL CANADA for the past year, amounting to over $8,000, and to emphasize the point, which our Treasurer has often made, that we must not look to the surplus from INDUSTRIAL CANADA to carry on the ordinary work of the Association, but rather that any money INDUSTRIAL CANADA is enabled to turn into the Association should be put wisely by to augment the reserve which the Association has already been able to accumulate.

Mr. McKinnon: Mr. President, I believe this is only another of the very active reports we are receiving at this meeting. I think in all these reports we can see the work of experts in the different departments and on the different committees. I feel there is no committee has done better work than INDUSTRIAL CANADA, and I have very great pleasure in seconding the adoption of this report.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: The next is the report of the Commercial Intelligence Committee. Mr. Phillips being absent, will the Secretary kindly read the report?

Mr. Firstbrook: Have we not some good readers who could relieve Mr. Murray, or could we take part of these reports as read? Is it really necessary to read them all, except to make any comments necessary?

The President: This seems to be the last one on our programme for this morning; it is not late, and perhaps you would read this.

Mr. Firstbrook: My voice is not good enough to read it.

The Vice-President, Mr. Gourlay, then read the report of the Commercial Intelligence Committee until the arrival of the Chairman, Mr. C. S. J. Phillips, who completed the reading of the same, and moved the adoption of the report.

(Report continued on page 373.)

DOWNWARD MOVEMENT IN PRICES CONTINUES.

The decline of two points in the Department of Labor's index number of wholesale prices for July, after a continuous rise for twelve months, was followed in August by another drop, the index number standing at 133.4, as compared with 134.8 the previous month. Last year, however, at this date it stood at only 127.2. The decline during August was due chiefly to decreases in prices of grains and fodders, fruits and vegetables, with slight increases in dairy products, fish, metals, and coal. These index numbers are percentages of the average prices of some 250 articles during the decade 1890-1910.

STRIKE SITUATION MORE FAVORABLE.

The Department of Labor's record shows the influence of labor disputes upon industrial conditions during August to have been not so serious as during July, fewer disputes being recorded as in existence. An improvement, too, over July conditions is seen in the fact that of the seventeen disputes which commenced during August a definite termination occurred in the case of eleven. Transportation in different sections was considerably interfered with by strikes; these were, however, of short duration in most cases and conditions were generally normal towards the end of the month. About 9,500 employees were involved in trade disputes during August.

The Howard Smith Paper Co., Limited, Montreal, has taken out new letters of incorporation as The Howard Smith Paper Mills, Limited. This firm has now under construction a large plant at Beauharnois, Que., for making high grade paper from rags, at a cost of $400,000. Mr. H. C. Courtney, now of the Toronto Paper Co., will be the mill manager at the new plant. Among the directors are Messrs. C. Howard Smith, J. C. Newman, of the McClary Mfg. Company, Montreal, and F. G. O'Grady, of the Canada Iron Corporation, Limited, Montreal.



THE TRAIN THAT MR. WEST IS WAITING FOR.



CONVENTION SKETCHES

COMMERCIAL INTELLIGENCE

IF the reports that have been presented by Commercial Intelligence Committees in past years have emphasized one thing more than another it has been the desirability of Canadian manufacturers paying more attention to the question of export trade.

At practically every meeting of your present Committee this same question has been to the front in some form or other. Foreign agents, anxious to make money by the sale of our goods, have depicted the possibilities of their respective markets in glowing colors. Propositions looking to the establishment of sample rooms and permanent displays have been received time and again. Representatives of French and German organizations have visited us to request our co-operation in movements for market extension. Our Government has recently concluded a treaty of mutual preferential trade with the British West Indies, and states that it hopes to effect one with Australia at an early date. From these and other indications it would appear that there was no lack of business to be had if our people were disposed or were able to take advantage of it.

But the outlook for any marked immediate increase in the volume of our exports is not bright. Not but what our production is increasing fast enough, for in the ten-year period from 1900 to 1910 the annual output of our factories rose from $481,000,000 to $1,164,000,000, an increase of $683,000,000. As against this, however, our exports of "manufactures" (so classified in the Trade and Navigation returns) increased during the same period by only $16,000,000, while the exports of all classes of Canadian products increased by only $110,000,000, or less than one-sixth of the increased production of manufactured goods alone.

Growth of Imports.

Meantime our imports entered for consumption have forged ahead at a tremendous rate. In the last ten years they have jumped from $202,000,000 to $547,000,000, with predictions that for the current fiscal year they will far exceed the $600,000,000 mark.

These figures point very clearly to two conclusions: first, that our purchasing power as a nation has enormously increased, evidencing the growth and prosperity of the country as a whole, and second, that as a result of that growth our home market keeps expanding at a rate that enables it to absorb a very large percentage of everything we produce.

The indifference of the average Canadian manufacturer towards export trade is here accounted for. That there is a feeling of comparative indifference cannot be denied. Enquiries from abroad for Canadian merchandise have been distributed to members by the score, only to be met in most cases with the response that the parties addressed were too busy with domestic orders even to quote on foreign business. Trade Commissioners in different centres have written us complaining of the apathy of Canadian business houses towards the openings they bring to their attention. Your Committee recently volunteered to make up sets of catalogues from firms that were prepared to export, and to send one set to each of the Trade Commissioners abroad, but only 75 members all told thought it worth while to take advantage of the offer.

On every side one hears the same story. With skilled help as scarce as it is, manufacturers have all they can do to meet the demands of the home market. Consumers are already complaining of slow deliveries, so why aggravate the situation by withdrawing any portion of our manufactured output for marketing abroad? The home market nearly always is the best market; its requirements are more intimately known; it is easier of access, collections are surer, and generally speaking it is more profitable.

It must be admitted that these reasons are all perfectly valid, and so long as the present spell of prosperity lasts the probability is that export trade will continue to be regarded as a problem reserved for future consideration. Under the circumstances your Committee have refrained from urging the matter unduly, but they wish to take this opportunity nevertheless of sounding once again a word of caution. The time to lay the foundation for an export trade is when it can be done most easily, when the whole world is prosperous and when competition lacks that keenness and bitterness by which it is characterized in times of depression. If we wait until we are really dependent upon foreign markets to absorb our surplus production we may find it is too late, that others are already in possession of the field. The old adage not to carry all your eggs in one basket applies to manufacturing the same as to other kinds of business. The most profitable market is all very well so long as it lasts, but when a dull year comes the man who has been content to sacrifice part of his chance of high profits for the sake of building up for himself a sure and safe market is the one to be envied.

Trade Commissioner Service.

The Trade Commissioner Service has undergone considerable change during the year consequent upon the change of administration. Some officials have been dismissed for cause, others have resigned of their own accord, while still others have been transferred from one port to another. But more important than any of these, the service has been dignified by establishing it as a special branch of the Department of Trade and Commerce, under the direction of a Commissioner. Mr. Richard Grigg, upon whom the appointment has been conferred, will be known to many as the Commissioner to Canada from the British Board of Trade, an office which he filled with credit for a number of years, and under his charge we may confidently expect the service to be strengthened and improved. Your Committee understand that their recommendation in favor of a thorough system of inspection, coupled with some provision for the periodic return of Commissioners so as to avoid the possibility of their getting out of touch with Canadian conditions, is likely to be acted upon at an early date.

Permanent Display in London.

It will be remembered that at last year's Convention it was decided to approach the Department of Trade and Commerce with a view to securing its co-operation in the establishment of a permanent display of Canadian natural products and manufactured goods in London, possibly as an adjunct to the High Commissioner's Office. When your Committee learned of the reorganization that was in contemplation as outlined above they felt that the time for such a proposal was not opportune, so the matter was allowed to stand in abeyance. They would now suggest that the project be laid before the Commissioner without further delay, as one worthy of a trial at least, having in view its extension, if successful, to other places and other countries as part of the regular equipment of a Trade Commissioner's Office.

For the information of members who were short of help and who contemplated bringing in workmen from other countries, it was deemed advisable in March last to issue a cir-

cular of advice explaining the provisions of the Alien Labor Act and the Immigration Regulations. The latter being subject to revision from time to time by Order-in-Council, members were urged always to apply to the Association for the latest information before importing any labor. At the same time the names of a number of reputable booking and employment agencies were suggested through whose assistance members might be able to have their wants supplied.

From the amount of correspondence which ensued it was evident that this service was appreciated, especially by members who were so circumstanced that they felt justified in asking the authorities for special consideration. The experience of your Committee, after interesting themselves in several such cases, is that the law has been administered throughout with rigor and decidedly in the interest of the labor unions, though where it was capable of proof that an employer could be served without prejudice to organized labor, those in authority were usually found amenable to reason.

Securing a Supply of Skilled Help.

Ever since the country's recovery from the industrial depression which led to the closing of our London Labor Office in the winter of 1907-08, members have felt the need of some organization in the United Kingdom whereby specific openings for skilled workmen could be promptly and widely advertised. The method at present employed of sending a statement of one's requirements to some booking agent is seldom satisfactory. These people to begin with have little real conception of the requirements of Canadian industry and cannot be expected to show much discernment in their selection of men. To save themselves expense they endeavor as far as possible to fill orders from their immediate locality, whereas better men would often be secured by advertising in a section of the country where the trade for which these men are required is specialized. Then, too, as a rule the only men they report as being able to engage are men out of employment, who are consequently unable to pay their own passage, with the result that the Canadian manufacturer who applies for help to them must risk his money in paying the fares of men whom he may never see.

Now it seems highly probable that among the skilled artisans of the United Kingdom are thousands who would willingly come to Canada at their own expense providing they were assured of steady employment at remunerative wages on their arrival here, and the efforts of your Committee have been directed towards forming a connection through which the Canadian employer in need of men and the English, Scotch or Irish mechanic in need of work would be brought together.

Overtures were recently made the Association by a semi-philanthropic organization with headquarters in London that gave promise of being able to do good work, but as some trial orders placed with them in June are still unfilled, it may be assumed that they do not possess the equipment we are looking for.

A much more likely organization is the British Passenger Agent Association, with whom your Committee have been in correspondence for some time. Through their widely-scattered membership, they seem to be in touch with every important industrial centre in the United Kingdom, while their disciplinary powers and practices are said to have won for them, individually and collectively, the highest reputation for honesty and fair dealing.

With the active co-operation of such an organization, it should not be difficult to evolve a system that would fairly meet our requirements. Their terms would probably be high, including a fixed annual allowance for printing, postage, advertising, salaries and office expenses as well as a fee for each man engaged. In a matter of such moment, however, most employers would probably prefer to pay a good fee and be sure of satisfactory service rather than trust themselves to the tender mercies of unscrupulous agents. Your Committee would be glad to have the opinion of this meeting as to the advisability of further prosecuting the negotiations.

Made in Canada.

The propagation of "Made-in-Canada" doctrine used to be one of the many duties our Committee was expected to assume charge of, but since the Canadian Home Market Association was formed, for the express purpose of launching a campaign in support of this principle, practically all work of the kind has been left for its Executive to deal with. It is not for this meeting of course to pass upon what they have done, but as a matter of information only it may be mentioned that they have prepared and given wide circulation to numerous pamphlets that have stated very clearly the arguments in favor of protection and the advantages the country as a whole might expect to reap if its citizens would more generally patronize home industries.

More recently the organization has come prominently before the public as the promoter of the "Made-in-Canada" Exhibition Train, which toured the West so successfully during May and June.

Y. M. C. A.

While on this subject it may be mentioned that a good many complaints have been lodged with your Committee at different times throughout the year over the alleged failure of Y. M. C. A. Boards to patronize Canadian manufacturers when purchasing materials and equipment for new buildings. The matter first came up in Toronto in connection with the awarding of a contract for lockers to a Cleveland firm who, it was claimed, greatly exceeded the specification called for and then quoted a dump price, from an evident determination to secure the business at any cost for advertising purposes. Later it developed that manufacturers of bedding, billiard tables and gymnasium equipment had been similarly embarrassed in competing with foreign firms for Y.M.C.A. orders.

After a fruitless effort to get the other side of the story, due in part to a misunderstanding, but more perhaps to a feeling of resentment at what was looked upon as interference from the Association, an editorial appeared in INDUSTRIAL CANADA deprecating the practice of sending such business out of the country. especially after the money to equip and maintain these institutions had been publicly subscribed by Canadian citizens, the manufacturers themselves largely contributing. This article was rather strongly worded, and exception was promptly taken to it by Y.M.C.A. directors both in Toronto and Montreal. It served the purpose, however, of placing your Committee in possession of the Y.M.C.A.'s answer to the charges named, which was of a character that precluded further action.

No useful purpose would be served by going further into details at the present time. Statements voluntarily submitted the Association by certain Boards indicate a predominating preference for Canadian-made goods which certainly does them credit. Even where criticism has been harshest, there are evidences of a real desire to keep the bulk of the business in Canada.

It is a notable fact, however, that nearly all our Y.M.C.A. secretaries and physical directors, upon whose advice Boards of Directors are accustomed to rely, are men who have received their training in the United States, and who consequently have little knowledge of Canadian products, and it may well be that their preference, thoughtlessly exerted in favor of imported goods whose qualities are known to them, is responsible for a large part of the trouble.

To some extent the remedy rests with the public who furnish the funds. If in future all who subscribe to such

organizations would make their subscriptions conditional upon the money being spent in Canada for Canadian labor and Canadian materials, any cause for complaint that now exists would be speedily removed.

Interference from Foreign Consuls.

However we may differ among ourselves as to the application of "Made-in-Canada" principles, we will at least stand for no interference from an outsider. A case in point was brought to the attention of your Committee, where a foreign consul, domiciled in Canada, actually brought sufficient influence to bear upon a City Council to cause them to send back to a sub-committee a recommendation for the purchase of certain equipment for which tenders had been called. It goes without saying, of course, that the equipment was Canadian and that the consul in question was endeavoring to secure the business for one of his fellow-countrymen. Not only did he canvass the situation privately, but in his official capacity he wrote the Mayor and addressed the Council, deprecating the selection which the sub-committee had made.

Strong letters of protest were immediately forwarded to the Mayor concerned and to the Minister of Trade and Commerce, with the result that the business was kept in Canada and the offending consul was shortly afterwards transferred.

Stamps in Coils.

It gives your Committee pleasure to report that, yielding to their repeated representations, the Postmaster-General has finally sanctioned an issue of stamps in coils, rolled sideways and perforated, for use in stamp affixing machines. These machines have been in general use in the United States for some years, where they are said to have been found most effective in preventing loss of stamps through misuse or theft. Canadians have heretofore been unable to take advantage of them for the reason that stamps were not available in the form required. This want has now been supplied, coiled stamps having been placed on sale for the first time this month. They are to be had in rolls of 500 only, the one cent denomination selling for $5.06 and the two cent for $10.06.

Australian and South African Duty Stamps.

At last year's Convention, your Committee reported having made advances to the Government of Australia with a view to securing a good supply of their Customs Duty Stamps for distribution in Canada. Advertising literature of any kind entering the Commonwealth by mail is subject to duty, and these stamps afford a convenient means of prepayment. The matter proved more difficult of arrangement than at first anticipated and it was not until a couple of months ago that a favorable answer was finally received.

Meanwhile a similar application to the Government of the Union of South Africa, who likewise assess duty on advertising matter sent through the mails, was granted with very little delay.

A circular letter of advice, with full details of the regulations in effect in both countries, was sent members under date August 15th, accompanied by an announcement that stamps in varying denominations could always be had on application to the Secretary.

The Civic Holiday Nuisance.

Complaints continue to reach the Association of interruptions to business during the summer months, owing to the absence of any concerted action on the part of municipalities regarding the celebration of Civic Holiday. Its effect, of course, is principally felt by travellers, who frequently find that because of it they are obliged to lose as much as two or three days a week without counting Saturday, which is always an off day. The Union of Canadian Municipalities claim that it is not feasible to have all municipalities celebrate on the same day, as it is the practice of most towns to take advantage of the holiday to visit sister towns in the neighborhood, and this they could not very well do if all places of business were closed up. It was then thought that the inconvenience caused by this lack of uniformity might be minimized by giving publicity in advance to the dates selected by the various towns, so that travellers could take note and govern themselves accordingly. Such action, we were told, was quite unnecessary, as travellers usually had this information through their own Associations.

For nearly two years now the matter has been dormant, so far as your Committee are concerned, but from information recently to hand it is apparent that something should be done, for conditions seem to be going from bad to worse. As a compromise attitude, your Committee would now suggest that an agitation be started to have Monday recognized as the one day of the week eligible for selection as Civic Holiday. This would have obvious advantages both from the traveller's point of view and that of the citizen who wanted to go away over the holiday, while it need not necessarily interfere with the practice of exchange visits between municipalities. The views of the meeting on this point would be appreciated.

Congress of Chambers of Commerce of the Empire.

At the Congress of Chambers of Commerce of the Empire, held in London in June last, the Association was officially represented by Messrs. Geo. E. Drummond, Montreal; H. J. Waddie, Hamilton; T. J. Storey, Brockville; and John Ransford, Clinton. Numerous other members of the Association attended as representatives of different Boards of Trade.

Thanks to the efforts of these gentlemen, the following resolutions, standing in the name of our organization, were adopted:—

Taxation of Commercial Travellers.

Resolved that, in the opinion of this Congress, the taxation of commercial travellers, as between different parts of the British Empire, is a practice to be deprecated, constituting as it does a restriction upon the development of inter-Imperial trade; further resolved that all Governments having such legislation on their statute books be memorialized to amend same so as to exempt from the operation of their Acts all travellers representing houses domiciled within the British Empire.

Taxation of Corporations.

Whereas legislation has been enacted in certain parts of the Empire refusing companies incorporated under laws other than their own the right to do business within their borders, except under license or upon payment of a registration fee;

And whereas such companies when unlicensed or unregistered are by these laws sometimes denied access to the courts for the enforcement of their just business claims;

And whereas these practices constitute a distinct discrimination against incorporated companies and in favor of individuals and partnerships, who are not required to be so licensed or registered;

And whereas it would seem but just and reasonable that the legal status conferred upon any British company by its charter should be recognized throughout the Empire;

Be it resolved that this Congress deprecates the policy involved in such legislation as being subversive of the best interests of the Empire and respectfully urges the different Governments concerned so to amend their acts as either to exempt from their provisions all companies holding a charter from any other Government in the Empire or to require from such companies at most nothing more than a nominal registration fee.

Sea Carriage of Goods.

Whereas it has long been the practice of ocean carriers to insert in their bills of lading conditions by means of which they are able to contract themselves out of liability for loss or damage to goods, though such loss or damage results from their own negligence, fault or failure in the proper loading, stowage, care or delivery of said goods.

And whereas shippers and consignees, who have frequently no alternative but to subscribe to such conditions, have a right to be protected against the arbitrary and unfair treatment to which they thereby expose themselves;

And whereas it is within the power of the Governments of the Empire to control the situation, each for itself, so far as out-going freight is concerned;

Be it resolved that this Congress respectfully urges upon said Governments the adoption of a Sea Carriage of Goods Act which will effectually prevent ocean carriers from contracting themselves out of liability for loss or damage to cargo for which they should reasonably be held responsible.

Imperial Council of Commerce.

On the recommendation of your Committee, Mr. H. K. S. Hemming, formerly of Montreal and now of London, was duly appointed as the Association's representative to the above body, which has been called into being by the Congress of Chambers of Commerce of the Empire for the purpose of keeping alive and giving effect to its various purposes.

Commercial Information Bureau.

Through the columns of INDUSTRIAL CANADA members have been given a regular service of Commercial Intelligence throughout the year. Enquiries from abroad for Canadian products have averaged one a day, and have been published monthly. Changes in freight tariffs and classifications, decisions of the Board of Customs, postal regulations and patents, have all been reported with regularity. Information has been supplied as to steamship sailings, foreign exhibitions, foreign tariffs, market conditions, exchange, and a score of other things which it was thought members might find useful, while special articles have appeared on subjects of general commercial interest.

The Translation Bureau has been made slightly more use of than last year, the record showing that eighty-one firms have patronized it for the translation of 700 letters, as against seventy-two firms for 633 translations a year ago. Reports on foreign houses to the number of twenty-one have been procured for ten different firms.

A number of new directories and books of reference have been added to the library which, by the way, should be further enlarged if members are to be provided with the kind of service they have the right to expect. Smaller supplementary libraries should also be available at the Montreal and Winnipeg offices for the convenience of members tributary thereto.

All of which is respectfully submitted.

G. M. MURRAY, *General Secretary.* C. S. J. PHILLIPS, *Chairman.*

Stenographic Report of Proceedings

Continued

Home Market Association Separate.

Mr. Waddie: Mr. President, referring to page 33, it seems to me in the wording of this it is not sufficiently clear to show that the Canadian Home Market Association is not connected in any way with the C. M. A. The wording of it reads as if the Canadian Home Market Association was merely a branch of ours and that we pass over a certain amount of work to that Association. I think that is a mistaken idea. I do not know exactly how to word it, but it seems to me it should be worded in some way to avoid that misunderstanding. Further on it says: "It is not for this meeting of course to pass upon what they have done, but as a matter of information only it may be mentioned that they have prepared and given wide circulation to numerous pamphlets that have stated very clearly the arguments in favor of Protection, etc. It looks too much as if we were the parents of that organization, and I think it is a mistake. Certainly, we are not connected with it in any way, and I think the way it is worded now it looks as if we were.

Mr. Stewart: Mr. President, I think the point is this, the Canadian Manufacturers Association is after results; the C. M. A. is not a jealous body; when it finds another organization of men prepared to carry on anything which the Association is interested in and give the time to it and do it well, the Association is quite willing and glad to have them do it. The only point here is, it might have been left out altogether or it might have been made quite clear that the Association had abandoned the active propaganda as there was another active organization that had taken it up.

Mr. Rowley: I don't know whether the adoption of this report has been seconded or not. I quite agree with what these two gentlemen have said, and we want to say we are quite distinct and separate from the Home Market Association.

Now, with reference to the paragraph about that —

Mr. Firstbrook: Hadn't we better settle that question first?

The President: I think Mr. Stewart's suggestion is a good one.

Mr. Waddie: I would move that the paragraph be left out of the report altogether; I think we could do that without injuring the report of the Commercial Relations Committee.

Mr. Cockshutt: I will second that.

Mr. Rowley: Why can't it be amended so as to make it perfectly clear? Why shouldn't we acknowledge their good efforts on our behalf and make it clear that they are a separate organization?

The President: Will you suggest a different wording?

Mr. Rowley: No. Mr. Murray can do it better than I can.

Mr. Gourlay: I would suggest the addition of the following words after the words "left for its Executive to deal with," "even though our organization is not directly connected therewith."

Mr. Stewart: That meets with my approval.

Mr. Rowley: I understand then the motion has been made.

Mr. Stewart: It has been withdrawn.

Securing Labor.

Mr. Rowley: With reference to securing a supply of skilled labor, at the top of page 33 the report says, "Your Committee would be glad to have the opinion of this meeting as to the advisability of further prosecuting the negotiations." I think this is a very good idea. This report also says a good deal of correspondence has been carried on with different people. It does seem to me the proper way to find out how to make the best connection to help us to get skilled labor and ordinary labor or any other kind of labor is to send a man to Europe who knows something about the situation, a capable representative man with authority, if not to close negotiations, to bring the negotiations to such a point that they can be closed with the consent and concurrence either of the Executive of this Association, or the Commercial Intelligence Committee or by the Association itself. We will never deal with this matter satisfactorily till we appoint some representative man, who understands the conditions

and knows something about England and can talk for the Association, to make the arrangements and have them conferred. I just throw out that hint for the members to consider. We have been asked to give our opinion and that is my opinion on the subject.

Mr. Firstbrook: If it is in order I want to call attention to a paragraph here. I have no desire to criticise the Committee at all in any way, but are you doing an injustice to anyone in this report? It says, "It is a notable fact, however, that nearly all our Y.M.C.A. secretaries and physical directors, upon whose advice Boards of Directors are accustomed to rely, are men who have received their training in the United States, and who consequently have little knowledge of Canadian products, and it may well be that their preference, thoughtlessly exerted in favor of imported goods whose qualities are known to them, is responsible for a large part of the trouble."

Mr. Rowley: Can't we deal with this other matter first?

Mr. Firstbrook: It thought it was understood that we take your suggestion.

The President: You merely threw out a suggestion. If you follow it up with a motion we will deal with it.

A Special Committee.

Mr. Gourlay: While Mr. Rowley is preparing his motion, may I say a few words on this matter. Later in the meeting, the Advisory Committee will suggest certain methods of re-organization. One of the outgrowths of that re-organization as suggested will be the appointment, to a larger extent than hitherto, of a special committee with special functions and special work to do. It seems to me Mr. Rowley's suggestion will be best put into effective use for this organization, if such re-organization occurs, by having in connection with our Association a Labor Committee whose duties it will be to supervise that.

Mr. Firstbrook: While Mr. Rowley is preparing his motion, may I suggest, Mr. President, that in the paragraph which I have just read with reference to the secretaries and physical directors of the Y.M.C.A., they are reflecting on men who are doing a splendid service in this country, and who are not really responsible for the conditions that arise in connection with the purchase of goods for the Y.M.C.A., because the directors of the Association are the responsible men and not the secretaries or physical directors. I would suggest, in order that we may not be accused of reflecting on these men, that this paragraph be taken from the report. I am sure neither the Secretary nor the Committee had any intention of reflecting on these men, but they are not the responsible parties in this matter, and I don't think we should reflect upon them because they happen to have received their training on the other side of the line, because we have splendid men who have gone from this country to their side and are taking responsible and leading positions in connection with the same work, and I suppose they have very many more of our men over there than we have of their men on this side. I would move that this paragraph with reference to the secretaries and physical directors be taken from the report.

Mr. Henderson: Is it not a fact that most of these men are Americans, and surely it is not casting any reflection on them to say that they did receive their training in the United States. Far from it. I should be very sorry to see this paragraph struck out, because this matter has been up before the Committee for years. This is the first reference that has been made with regard to the reason why the furnishing of these buildings has been put in the hands of Americans. It is certainly not a reflection on any man to say he received his training in the United States.

Employ Canadian Architects.

Mr. Fairbairn: Mr. President, I would like to second the motion that the clause be withdrawn, and I would like to make a suggestion to Mr. Firstbrook that a clause might be drafted to be inserted. I have had considerable experience with this very question of spending public money on public buildings, and money going in large measure to American contractors without giving our Canadian makers a fair chance. All we want to ask is that our Canadian men get an equal opportunity to tender and to have their tenders properly received. The main point is in the first place to get a Canadian architect to build your buildings, and I would like a recommendation made following that line that, in future, wherever possible, let us have Canadian architects, because they are the men after all who make the final recommendation to the Committees who are responsible for the work. We had that very point in Toronto in connection with the new Technical School that is being built, and we called for competing plans from Canadian architects only. The result of it was it went to Montreal. We have splendid plans and we have in every section of that building a guarantee that, wherever possible, where conditions are favorable, we will have Canadian-made goods throughout the entire building. Now, that can be carried out in all these public buildings far better than by attacking any of the under men who are not responsible in any way whatever, because the secretaries haven't weight with the Committees. You will find it is the architect. I think with the consent of the Chairman that paragraph could be amended to cover that.

Mr. Firstbrook: May I speak again on that motion. I think what the Committee desire is fully covered in the paragraph with reference to this matter. The responsibility is with the directors, and with them alone. They order these goods and in most cases they have a sub-committee that recommends them. Now, Mr. Henderson hasn't got my point of view at all. These men are innocent men. It is not that they come from the other side of the line at all, but they are innocent in this matter, and to my mind at least this paragraph is a reflection on them. Now, the other paragraphs deal with the matter, I think, sufficiently and put the responsibility where it belongs. It belongs with the directors; and I think our report will be strengthened by taking this paragraph out entirely. I refer to this paragraph with reference to the secretaries and physical directors commencing with the words "It is a notable fact."

Mr. Edmonds: There is no doubt about it, while the directors are responsible and should be responsible for things of this kind, yet it is a fact that there have been physical directors of Y.M.C.A. buildings who have recommended imported articles instead of Canadian where even (I think in one instance, if my memory is correct) a Canadian tender was lower than the American; and yet the tender, because of the recommendation of the physical instructor, was given to an American firm, and this physical instructor was an American.

Mr. Gourlay: There are two reasons why I would like to support Mr. Firstbrook's amendment. The first reason is we are inviting immigration from the United States, and I think last year we had 175,000, many of whom are now Canadian citizens, and therefore it is a reflection on any man who is in a hired capacity. Then again I am a little sensitive because there are a great many of us that do not always buy everything "Made in Canada."

Mr. Phillips: Might I say a word on that. This thing has been before our Committee a good deal, and there were some pretty angry articles written upon it. I object to altering this report; I think we had better leave it as it is; it is only a statement of facts. As to Mr. Edmonds' idea of putting in that remark, I think that is rather too small for Canadians.

Let us be above that. We can act that way, but don't put it on record that we suggest that we only have Canadian architects; or Canadian manufacturers or anything else. Leave it out; I think that is too small.

Mr. Firstbrook: This is ten times smaller.

Mr. Phillips: I don't agree with that. I shall vote against it.

Others Offend.

Mr. Rowley: Why confine this criticism to the Y. M. C. A.? Are they the only sinners? What about the banks and trust Companies and some of these other builders of very large buildings? Is it because we look upon this as our own money we are subscribing?

Mr. Edmonds: I just want to correct Mr. Phillips. He says I have made that statement. I didn't make that statement.

Mr. Phillips: I apologize.

Mr. Linderman: I think one reason why this paragraph should be eliminated is that these people connected with the Y. M. C. A. are going about trying to get subscriptions and they have very hard work to do it and if this comes out in our paper and people read about it they will say, "I will not give any more money to it." If the Committee are going to censure anybody why don't they censure the Toronto School Board who bought their last big shipments of desks from an American firm, and why don't they censure the Winnipeg School Board, who bought over $20,000 worth of machinery from Americans? All the school boards are doing that. Why censure the Y. M. C. A. who are really doing a charitable work and have a hard enough time to get along?

Mr. Fairbairn: I would like to reply to the gentleman as to the Toronto School Board. I will state the reason why. The president and manager of the Company undertook to buy stock in a Company of which the Chairman of the School Board was the President, and we objected to it decidedly.

Mr. Rowley: I will move that a special Committee be appointed to deal with and consider that part of the report of the Commercial Intelligence Committee with reference to securing a supply of skilled labor.

The President: We had better take up Mr. Firstbrook's motion first.

Mr. Booth: I think we should be very careful how we alter these reports when these committees have met and carefully studied the matter. Mr. George Meadows, who spoke at the last meeting, says that the item is strictly correct and for myself I would not like to vote against the report unless I am sure it is untrue.

Mr. Ellis: Is this not simply the report of the Committee's activities, and in it they have quoted facts? I can see nothing to take objection to for that reason.

The President: There might be an objection possibly to placing blame on a minor official. It seems something like a business man getting out of a difficulty by blaming his office boy.

Mr. Cockshutt: I think the amendment is perfectly in order. I don't wish to oppose reports, but still, at the same time, we are here in convention and we should be allowed to alter reports if we think proper. I don't believe the physical directors have anything to do with the construction of any of the buildings; it is the directors, and if they don't direct they are to blame and not the physical directors. I think the amendment by Mr. Firstbrook is right and proper.

Mr. Roden: I would like if Mr. Fairbairn would have that whole clause withdrawn. Mr. Rowley's statement is quite right; the banks and trust companies go to the United States and get that which is best for them. It has been very properly stated that the physical directors have only to do, as a rule, with appliances for gymnastic details, and the larger features of the business are wholly attended to by the Directors. I think it is wiser to withdraw the whole section.

Mr. Phillips: I would take the responsibility as Chairman of that Committee to withdraw that paragraph if it is objected to (Applause).

The President: I think that is the wisest course. I think it is beneath the dignity of a body like this to find fault with the employees of any institution.

Mr. Firstbrook: I may state with reference to what Mr. Rowley says, that I am a director of the Y. M. C. A. in Toronto, and I am quite prepared to take my share of the responsibility for the rest of the criticism. It is only where you reflect on those officers of the Association that I want it withdrawn; the other part we will take the responsibility for entirely, and there is a great deal of misunderstanding upon that. There is no sane man who compares what we get in Canada with what we get on the other side in this connection and who would choose the articles made in Canada.

Mr. Rowley: What are they?

Mr. Firstbrook: Lockers.

Mr. Roden. I move in amendment to the report that the whole of that part preferring to the Y. M. C. A. be withdrawn.

Mr. Phillips: That is not fair. There is too much behind it. You ought to be satisfied with eliminating that one paragraph.

(Voices: Hear, hear).

Mr. Gourlay: Mr. Rowley moves that a special Committee be appointed to consider and deal with that part of the report of the Commercial Intelligence Committee with reference to the securing of a supply of skilled help.

Mr. Booth: Isn't the Advisory Committee meeting, and wouldn't it be well to refer that to the Advisory Committee?

Mr. Gourlay: Mr. Rowley's motion, I think, would be in order that a special Committee be appointed to consider and deal with the matters that arise in that part of the report. I don't think Mr. Rowley wants to change the report, but to deal with the matters that arise, and that would give the in coming officers an opportunity to deal with it.

Export Trade.

Mr. Tindall: While Mr. Rowley is preparing that alteration, in order to save time, I would like to draw attention to the first paragraph in reference to our export trade, I think one very important part about that has been omitted, or at least it would be as well that attention should be called to it at this convention. What I refer to particularly is this, that I think, above all things, no Canadian manufacturer should take up export trade unless he intends to take it up with continuity. This country has lost a great deal, I am satisfied, through the man who, when the first year was poor, launched out into export trade, obtained a connection with firms in Great Britain and on the continent, and then the next year calmly announced he had got all he could do with his home trade and hadn't anything to send to them the following year. I think that injures us very much more than we have any conception of, and my solution of that would be this, that manufacturers who consider the export trade, if they are going to take it up, should take a small portion of their business and limit themselves to that business and continue it. They should make up their minds that, if they make those goods this year for Europe and England, they are going to make them next year.

The President: Mr. Rowley has added to his motion that the special committee deal with the matters that arise out of that part of the report relating to the supply of skilled labor, and I suppose they will simply hand it over to the incoming Advisory Committee.

Mr. Rowley: I wanted really a little more than that. I want the committee to say whether it is wise to act on the suggestion that someone visit England. I would send someone over there clothed with the proper authority to negotiate and bring everything to a finish. We have been wasting time and losing money until now.

Mr. Gourlay: If we take this resolution now with the rider that Mr. Rowley will submit a list of names for that committee before the convention closes, then we will have that matter in shape.

Mr. Rowley: All right.

The President put the motion which, on a vote having been taken, was declared carried.

Mr. Parsons: Following up what Mr. Tindall has so well said about the export business I would like to say that when I rose to second this motion, I intended to refer to this particular portion of the report dealing with the export business. Now, while the report indicates that manufacturers who are prepared to do export business should give their attention to it and should be particularly well qualified to develop that business, and should not lose sight of the fact that export business is to be done, yet, at the same time, I think we should bear in mind that the home business is growing to such an extent it is almost impossible for the manufacturers in Canada in these days to take care of the home business. Now, what will necessarily result from the manufacturers taking up export business when they are not able to take care of the home business? It would simply mean they would lose valuable customers at home in trying to make possible customers away. I think that is a point we are losing sight of and which is not referred to in this report. Now, what I think is of very much more value to us, and which is also not referred to in the report, is that the home trade is growing to such an extent that we who live in Canada and are protected to a certain extent in our industries must supply the people at home and not allow them or not render it necessary for them to import such large quantities of goods from abroad. This report indicates that this year possibly $600,000,000 of goods will be brought in from abroad. Now, the question for us to consider is this, How much of this $600,000,000 could we make? How much of it are we under obligation to make on account of the fact that the country protects us to a certain extent in our industries and should require of us to do our utmost to meet the home demand? I think there are two sides to this matter which perhaps it would pay us very well to consider and to discuss. In fact, this whole report, Mr. Chairman, is so full of meat that it would well repay us to spend an entire afternoon upon it, and it is right along the line of our industrial work in Canada, and I hope that we will consider these points most carefully that are brought up in the report. I think it is an admirable report and covers such a wide range of work and activity that ought to dwell upon it and not pass it over too quickly.

Encourage Small Manufacturers.

Mr. Shapley: I am sure the remarks of the last two gentlemen regarding the export business have been interesting to everybody here. It seems to me that our Association should be doing more perhaps to encourage smaller manufacturers to get themselves in a position where they could to some extent take care of the export business. It is all very well to talk about the prosperous times we have at present, but no doubt in a few years we will find ourselves working under different conditions, and it seems to me it is very important that we give some attention to the export business. Now I don't know what effort the Association has been putting forth to encourage the smaller manufacturers to launch out in that direction, but it seems to me that the Association will be doing a good work if they endeavor to give some help to the smaller manufacturers in the way of assisting them to put themselves in a position to take care of the export business.

Now, there is one feature of the business that strikes me very forcibly and that is this, while real estate men have no difficulty in getting all the money that is necessary to spend on real estate and putting up buildings for warehouse and other purposes—and sometimes I think they get a great deal more than their property is worth and a great deal more than should be loaned to them—the manufacturer who starts out to extend his business and put up a factory has the greatest difficulty in securing money to put up his buildings. The different concerns that are loaning money will loan money to manufacturers for building purposes only when they cannot find any person else to loan it to. It seems to me in that direction if this Association could give some assistance to the smaller manufacturers in helping them to extend their plants and to take care of the export trade it would be a wise thing.

Mr. Rowley: There is one thing we must not forget about this report, and that is that after all the first duty of the Canadian manufacturer is to supply the home market. I will tell you why I think you will all agree with me on that. The Bankers' Association is supposed to be an association of pretty clever men, and they have taken upon themselves to supply a branch bank or agency wherever one is asked for. Why? Not only because they want the money, not only because they want the business, but they are very properly afraid if they don't do it there will be some revision in the Banking Act which will allow co-operative banks to be formed, and if they do not supply the needs of the people at home the Government will make some amendment in their charters or in the Banking Act which will give them competition. It is all right to seek export trade, but if we don't look after the home market and supply the needs of the Canadian consumers why shouldn't the Government say, "We must open this market and let other people in?" Our first duty is the home market. When I cannot do an export trade I thank the applicants all for the enquiry and tell them that just at present we are busy at home, but to write us again in six months or a year. It is a very easy matter. The first duty of every manufacturer, unless he manufactures an article that is not for consumption in this country, is to supply the needs of the country in the east and west, and the way to do it is to supply the home market first.

Mr. Roden: Mr. President, I rise again to ask for reconsideration of that clause with reference to the Y. M. C. A., and I would move, seconded by Mr. McNaught, that the whole clause re Y. M. C. A. be withdrawn. This is a reflection, I consider, on the Y. M. C. A., and why narrow down the criticisms to a certain body when there are other bodies?

Mr. Rowley: Hasn't this matter been settled already by the acceptance by the Chair of Mr. Phillips' promise to withdraw that section of the report? I think there is an attempt being made, Mr. President, to over-ride your ruling. You have already agreed Mr. Phillips should withdraw that section. Why should we re-open it? It is a very quarrelsome subject, a subject which might be very much enlarged upon, and it seems to me this is out of order.

Mr. Roden: I am just asking for the re-consideration of the last clause "To some extent the remedy rests with the public who furnish the funds," etc. I think that would be a gross injustice to any organization and especially to the Y. M. C. A. To make it imperative that we wouldn't subscribe unless the money was spent in Canada would be putting upon them a condition which they might be unable to carry out. I would ask if it is not your wish that the whole clause be withdrawn, as I think it should be.

The President: Will it be satisfactory to you if the Committee agree to withdraw the last clause?

Mr. Roden: Yes. I would rather have the whole clause withdrawn, but if it is a question of overriding your rules of order I take the last clause.

The President: The Committee agree to that.

Mr. McNaught: I think the ruling of the Chair was in regard to the paragraph before the last; that was the only matter under discussion. Mr. Phillips agreed he would withdraw that. The other part of the report stood as it was originally given in the report. Now, Mr. Roden's resolution is that the rest of the clause be omitted.

The President: Mr. Phillips has agreed to withdraw the last clause as well. I think that ought to be satisfactory.

Mr. McNaught: In my opinion it is not sufficient. In my opinion the whole thing is a pretty small piece of business, it is a piece of business too small for this Association. I quite agree with the truth of the thing in a very large measure, but the Y.M.C.A. are not the only sinners. As a matter of fact we ourselves as manufacturers are more to blame than the Y. M. C. A. is. As we are in that position, I think it is very unfair to single out the Y. M. C. A. in a public document which will be sent all over this country. I quite agree that the Committee considered this matter carefully and they thought they were right. I think they were mistaken. As I said a moment ago, the Y. M. C. A. is not the only sinner; we are to blame ourselves very largely, and other public bodies in Canada are to blame. Personally, I think it is unfair for any manufacturer to ask for what is indicated in the last paragraph. We should only ask that, provided our goods are as good or as cheap. As a person who has had some experience in handling large concerns for other people—because I have helped to spend a good many millions this last few years—I have always taken this stand, that when public safety demands it, we want the very best; I take that ground to-day. I don't think there is a manufacturer in this Association to-day who is going to buy a machine for himself or for his factory that will not buy the very best that can be got in the world to get the very best quality of work out of it. Of course I take the ground that where we can get it in Canada we should give them the preference, and I think the directors of the Y. M. C. A. and other bodies like that are entitled to the same privileges as we are.

Mr. Rowley: We are spending our money and they are not spending theirs.

Mr. McNaught: We are asking here that no matter whether the quality or the price is right it should be given to Canadian manufacturers. I think that is a mistake. If my goods are not as good as foreign goods or my price I don't want the business.

The President: Those two last clauses have been withdrawn. I trust the rest of the report will be acceptable.

Mr. Stewart: Does it stand at that?

Mr. Roden: I would like a full expression of opinion as to the whole clause. I think with Mr. McNaught it is too small for this Association to single out anybody.

The question was called for.

Mr. Chapman: It seems to me that the Committee knows the spirit of this meeting and I would suggest that we have enough confidence in them to have the thing referred back and re-written and modified.

Gather Building News.

Mr. C. R. McCullough: Mr. President, may I observe that I think the matter is one for activity on the part of organized institutions such as this. I believe that the difficulty would be solved if this committee would say that they would acquire information in regard to buildings about to be erected in Canada and as to the equipment thereof, and would recommend some sort of organization in connection with the Association to procure such information and disseminate that information amongst the members of this Association. I think the whole question would be solved by the committee's proposal or that we suggest to the incoming committee that we do instruct them to consider the question of securing information as to buildings, either public, semi-public or otherwise, to be built in this country, and the equipment thereof, and that this information be disseminated amongst the members of this Association. It is up to us; it is a matter of activity, I believe, on our part to know the buildings that are about to be built and equipped and to trust to our own business ability and the quality of our goods to secure the contracts without any question such as has been brought up here to-day. This is only a portion of the ground. Mr. Hatch, the Chairman of the Hamilton Branch, brought up this question in another aspect. It is so far-reaching that it would seem to be unfortunate on the part of this Association to single out an organization in this country and lay upon them the sin of the whole. I think, therefore, that if we were simply to say: "Moved by myself, second by any other gentleman who may see fit so to do, that the Commercial Intelligence Committee (incoming) take in to consideration the matter of providing through departmental organization information to Canadian manufacturers regarding the building and equipment of public, semi-public or other buildings, about to be erected in this country," it would cover the ground, and I would move this.

Mr. Henderson: I have listened with a great deal of attention to what has been said by Mr. McNaught and Mr. Roden. Unless my memory is very defective, it is not the first occasion on which corporations have been sinners. About two years ago the very same matter came up in connection with banks, and it came up, I thing, in connection with building railway stations, so they are not singling out this particular association, although I think it might very well be. Now, in connection with the Y. M. C. A., the gentlemen who have spoken appear to forget that there is a peculiarity in connection with collecting those funds that does not pertain to anybody else. As a matter of fact it is not secret. I am not referring to Mr. Firstbrook, of Toronto; I don't know what the method was there, but I know what the method was in the towns and cities of Canada. Gentlemen from the other side have come over and for certain consideration they have conducted what they call a world-wide campaign. It is these gentlemen who came over and for certain consideration have raised funds in Canada and have employed American architects. You say, "Very well, it is a very small thing to object about," but unfortunately Canadian architects or manufacturers did not get an opportunity. That is why special stress is laid upon this fact. What is the good of a committee if they don't take action? The committee have been asked to bring this matter before the Association, and surely we are not going to be so afraid that we cannot publish what is in this report. If these two clauses are cut out I don't see that anyone can take the slightest objection to it. I would be very sorry to see that clause cut out owing to the exceptional circumstances of the campaign in connection with these buildings.

Mr. Waddie: I think we are beating around the bush. These reports are reports of the work done by these committees. I am a member of that Commercial Intelligence Committee, and the question of the purchase of equipment for the Y. M. C. A. from the United States was the only point brought to us by our members; it is the only point upon which we can make a report. If any other gentleman had any complaint and had brought it to the Commercial Intelligence Committee it would have been in this report. I think when we go to the trouble to get up a report, to tear the report to

pieces, because there is something in the report that does not meet with the views of some of the members, is a mistake. We are not singling out the Y. M. C. A., we are reporting upon a matter that was brought to our attention. I think it is an insult to the Chairman and to us to say we have got to withdraw reports of actual facts and actual discussion and matters that took place before that committee. The report has got to have that in it, because I assure you it has taken up some time now and you have no idea how much time it took up in that committee; it was up at three or four meetings and we don't want to have the results of our work for three or four meetings simply wiped out.

The President: I hope this compromise will be satisfactory, to allow this report to remain, eliminating the last two clauses.

Mr. Roden: While this report is a portion of the work of the committee it also makes a recommendation to this Association. That is what I want to have eliminated.

The President: Does it meet with your approval if the committee eliminate the last two clauses?

Mr. Rowley: That settles it.

(Voices): Vote upon it.

The President: The mover and seconder of this resolution seem to want to divide the house upon it.

Mr. Firstbrook: I had no idea when I brought this matter up that there would be such a discussion on it. Personally, I am perfectly satisfied any way it may come out. I may say that most of the gentlemen who had to deal with this question under criticism here are members of this Association, and men who have taken a deep interest in the work of the Association, and I think they will be perfectly willing to justify their course before this Association or before the public. All I wanted was to prevent a reflection upon men who had not or could not have the opportunity of defending themselves.

The question was called for.

The President called for a standing vote on Mr. Roden's motion, seconded by Mr. McNaught, to strike out everything with regard to the Y. M. C. A.

Mr. Stewart: By striking out every reference that there is in this report to the Y. M. C. A. you put the committees of your Association in a very awkward position indeed. This question was not one that the members of this committee went looking for; it was a question that was brought before the committee by one of the members of this Association. It came before the committee not only on one but on five or six different occasions. It was threshed out with a number of members of the Association in Toronto; it was threshed out with the Montreal members; there was discussion between Montreal and Toronto members and an effort was made earnestly and sincerely to discuss it with the members of the Y. M. C. A. executive. Now, we have come to a point where it comes into a report. Are you going to cut that out from the final report which is presented and instruct the committee to say, "There are some things you shall deal with and some you shall not, each of which has a bearing on the business of the Canadian manufacturer?"

The Committee are willing to do this, they are willing to drop any reference to the secretaries or physical directors. There seems to be an idea that it is an aspersion on these men which is not intended and which we are willing to drop. We are also willing to drop the last clause, which indicates that funds might be marked so that they should only be used for the purchase of "Made-in-Canada" goods, but I do not think it is fair or the intention to wipe out from the report a clear statement of fact brought before the Committee by members of the Association, dealt with at five or six different meetings of that Committee, and which is now presented to you as a record of what they have been doing in your interests, and I believe it should stand as a record, without the recommendations which are contained in it. (Voices: Hear, hear.)

Mr. Gourlay: Might I call the attention of the convention to this fact that the concluding clause of this report as amended at the suggestion of the Chairman will be this: "No useful purpose would be served by going further into details at the present time. Statements voluntarily submitted to the Association by certain Boards indicate a predominating preference for Canadian made goods which certainly does them credit. Even where criticism has been harshest, there are evidences of a real desire to keep the bulk of the business in Canada." Under those circumstances I favor its retention in the report. The president stated the motion to eliminate all reference to the Y. M. C. A.

Mr. Roden: I will withdraw that motion if the last two clauses are eliminated.

The President: I am sorry we have taken up so much of the time of the house.

Mr. Henderson: With all due deference, I don't think the gentleman can do that. You have asked for a vote, and I have never heard a man getting up and withdrawing his motion after the vote has been asked for.

The President: Gentlemen, the Y. M. C. A. matter is finally settled. The last two clauses are eliminated, and that question will not be opened again.

Civic Holidays.

Mr. Rowley: I would like to hear the views of the meeting on the Civic Holiday nuisance.

The President: There is a motion before the meeting, moved by Mr. McCullough, seconded by Mr. Cockshutt, that the Commercial Intelligence Committee take into consideration the matter of providing through departmental organization information to the Canadian manufacturers regarding the building and equipment of public or semi-public or other buildings planned to be built in this country.

Mr. Stewart: Would it be in order to move that that be referred to the Committee on Resolutions?

Mr. Edmonds: I don't want to take up your time, but I just want to draw Mr. McCullough's attention to the fact that if he knew what he was undertaking I think he wouldn't attempt it. It would mean you would have to put on a staff double what you have now, and there are firms in Canada that supply the very kind of information Mr. McCullough is after. In fact, there is a member of the Association who has such a branch in connection with his business.

Mr. McCullough: To save time, send that to the Resolutions Committee.

Mr. Phillips moved, seconded by Mr. Stewart, that the report of the Commercial Intelligence Committee be now adopted.

The President put the motion which, on a vote having been taken, was declared carried.

The President: Mr. Rowley, do you wish to name the parties on the Committee with reference to the securing of skilled labor?

Mr. Rowley: I would like to name as members of that Committee Mr. H. Bartram, Mr. Booth, Mr. Cockshutt, Mr. Fairbairn, Mr. Gordon, Mr. McCullough and myself, to consider the matters arising out of the report of the Commercial Intelligence Committee with reference to securing skilled labor.

At 1 o'clock p.m. the meeting adjourned, to meet at 2.15 p.m.



INSURANCE COMMITTEE

IN our report to the last Annual Convention, we pointed with satisfaction to the improved conditions under which the fire insurance business of the country was being conducted, and while we are now equally pleased to report that during the year this condition has been generally maintained, developments have arisen which are causing your Committee



MR. E. P. HEATON

Manager Insurance Department, Canadian Manufacturers Association

some uneasiness, which should be mentioned to you and which should receive careful consideration.

With the growth of the country, it is but natural that the business transacted by the fire insurance companies should show a material increase and that the number of companies licensed to transact such business should also show a corresponding increase. The following concise summary is given for the purpose of bringing to your attention the trend of these developments:—

Year.	No. of Cos.	Total risk taken.	Av. Rate. per cent.	Premiums thereon.
1905	40	$1,140,095,372	$1.60	$18,262,037
1910	60	1,817,055,685	1.36	24,684,296
1911	62	1,987,640,591	1.35	26,867,169

It will be of interest to compare the nationality of the companies and the proportion of the business transacted by each:—

Year	Canadian No.	Canadian % of Total Business	British No.	British % of Total Business	United Sta. No.	United Sta. % of Total Business	Total No. of Cos
1905 ..	13	21	17	60	10	19	40
1910 ..	25	23	19	55	16	22	60
1911 ..	24	23	21	54	17	23	62

Canada as an insurance field is more and more appealing to the companies throughout the world, for at the close of last month the licensed companies had increased to 72, and applications were before the Department at Ottawa for the admission of seven more companies. Assuming these either have now been or will shortly be licensed, we have a total of 79, and the distribution of nationality will then be:

Canadian Companies	29
British Companies	23
United States and Foreign Companies...	27

Canadians Falling Behind.

It will probably be found at the end of 1912 that the percentage of the total business transacted by the companies of different nationalities has materially altered, and it will quite likely show that the Canadian companies, although they have more than doubled in number in seven years, have not secured a much greater percentage of the business than they had in 1905. This is not a very encouraging outlook, and it at once offers a problem that your Committee recommend should have the earnest consideration of the incoming Committee.

Coupled with this problem is the one that more than any other caused the creation of the Insurance Department, viz., the Canadian Fire Underwriters Association. In our last report we felt it a duty to state that this body had shown much greater desire than in preceding years to relieve the burdens of increased rates and onerous conditions that were imposed after the Toronto conflagration. This is manifest in the reduced average rate charged as previously shown, and when the growth of the business in the North-West is considered, where the average rate obtained is much higher than in the East, the reduced average of rates on the risks of members of our Association is quite pronounced and, of course, appreciated.

Your Committee, nevertheless, think a note of warning should be sounded, if for nothing else than to bring modern conditions to your attention. The large influx of new companies, to which reference has been previously made, is not contributing to an alleviation of the conditions that were so largely in evidence in 1905, for the simple and sufficient reason that the individuality of the companies is being obliterated in the enormously growing strength and power of the Underwriters' Associations. All British, United States and foreign companies, except two, and 18 out of the 29 Canadian companies—in other words, 66 out of 79 companies licensed by the Dominion Government are now, or shortly will be, members of the Canadian Fire Underwriters' Association and kindred bodies operating in other sections of the Dominion.

It must be remembered that in each Province there are companies of local organization which may or may not be

known as what are called Tariff Companies, but we have thought it advisable to confine this record to companies under the license of the Federal authorities.

You will receive later the usual report of your nominee on the Board of Directors of the Central Canada Manufacturers' Mutual Fire Insurance Company, and the facts just presented should be thoughtfully considered when that report is read.

Central Canada Manufacturers' Mutual Fire Insurance Company.

Your Committee recommend the re-appointment of Mr. G. H. Murray as your representative on the Board of Directors of the Company.

Automatic Sprinkler Equipments.

In this Department of our work the year has again evidenced much activity, although we have not quite reached the record of last year.

Our engineers have made plans for 42 equipments, as against 44 in the preceding year; 17 have been completed, tested and approved; 11 are in progress, and 14 are in abeyance. The money invested during the year through our Department in this means of protection aggregates $127,000, against $169,000 in the previous year.

The Committee regret to report that Mr. W. K. Kennedy, our automatic sprinkler engineer, has resigned his position to become associated with one of our Toronto members, for whom the Department has done considerable work. Mr. Kennedy has been loyal and efficient in his service and we regret his loss.

Unlicensed Insurance.

The Government report for 1911 shows a slight increase in the amount of insurance reported in unlicensed companies from $189,515,229 to $191,038,071, but the percentage of the whole shows a reduction from 10½ per cent. to 9¾ per cent. In analyzing the nature of the property thus insured in unlicensed companies, the Government has this year added an item of "Railway property and equipment," which, in the previous year, was evidently included in the item "other industrial plants and mercantile establishments," and your Committee think it will be of sufficient interest to the members to make a comparison in parallel columns:—

Nature of Property Insured.	*Amt. 1910.*	*Amt. 1911.*
Lumber and lumber mills	$14,397,736	$15,084,067
Other industrial plants and mercantile establishments	148,339,254	111,077,541
Stock and merchandise	22,256,716	27,139,444
Railway property and equipment..	.....	36,243,272
Miscellaneous	4,521,523	1,493,747
	$189,515,229	$191,038,071

This record speaks for itself and shows, if we exclude railroad property, which it is difficult to insure in this country, that the licensed companies have 92 per cent. of the total tusiness of the country. If a further sub-division of the item "Other industrial plants and marcantile establisments" could be made, as it seems to us should naturally be made, it would probably show that an insignificant proportion of the manufacturing risks is placed in unlicensed companies.

Provincial Insurance Legislation.

Ontario is the only Province in which important legislation affecting insurance interests has been enacted since the last meeting. Two important features of the new Ontario Act should be especially referred to.

Insurance in Unlicensed Companies.

The Act provides for the licensing of brokers for the purpose of placing insurance in unlicensed companies and regulates the same. The Manager of the Department has obtained a license to act in this capacity, having carried out all the provisions of the Act.

Statutory Conditions.

Ontario was the first of the Dominion Provinces to adopt a standard or statutory policy, and they have been the first to recognize the trend of modern conditions by simplifying and modernizing the same. On the whole, the new conditions are in favor of the assured, and all the points for which the Department has been contending since its organization have been adequately provided for.

The Committee had several opportunities of laying the views of the Association before the Minister and before the Special Committee in charge of the Bill, and it is a satisfaction to record that the views expressed were generally so reasonable as to be readily granted by the Committee, the Minister and Parliament.

Constitutionality of Dominion Insurance Act.

No further progress has been made during the year in this matter, but the stated case prepared by the Government for presentation to the Supreme Court will, in all probability, be heard during the present fall term. This will not, of course, end the matter, as the case will doubtless be carried to the Privy Council regardless of the decision rendered by the Supreme Court.

National Fire Protection Association.

During the year the attention of the members has been drawn to the work being carried on by this Association in the direction of conservation and the suppression of the fire waste. In order to further the interests of the Association in Canada, and as a recognition of the work of the Association in the direction of fire prevention, the Manager of the Department has been elected a member of the Executive Committee of that Association, and it is hoped that this will result in an extension in Canada of the propaganda that the National Fire Protection Association has so successfully conducted throughout the United States.

Mr. Franklin H. Wentworth, the indefatigable secretary of the National Fire Protection Association, has accepted an invitation to address this Convention, and your Committee is satisfied that this address will be worthy of the closest attention of the members. We would go further and express the hope that as a result of Mr. Wentworth's visit and of enlarged opportunities, the incoming Insurance Committee should lend its fullest co-operation and support in an effort to minimize a great and growing evil.

The Railway Act and Regulations re Fires.

The Committee understands that a revision of the Railway Act is in contemplation, and they would request the Transportation Committee to consider the application of Section 298 of the present Railway Act in relation to liability by fire caused by locomotives. At the same time, the Committee think it would be advisable if the Transportation Committee would also consider private switching contracts in relation to liability for fire and they recommend that both these subjects be referred to that Committee for consideration.

Respectfully submitted.

G. M. Murray, *General Secretary.* H. W. Fleury, *Chairman.*

E. P. Heaton, *Manager Insurance Department.*

Stenographic Report of Proceedings
Continued

Mr. Fleury: President and gentlemen, before moving the adoption of this report I beg leave to call your attention to a piece of work that has been done by the Insurance Department, being a survey of the Eddy Company's works in Hull. You see it on our right; it extends over a frontage of a mile and a-half and is a most complete survey; I am told it has the full insurance description such as would be accepted by any insurance company, and is of very great value. I think the members and staff of the Department are justly very proud of that work. I would ask you to examine it very closely, so that you may see the character of the work that is being done by some members of the staff. I have much pleasure in moving the adoption of this report.

Mr. Rowley: Mr. Chairman, I have much pleasure in seconding the adoption of the report.

Prompt Action.

Mr. Gourlay: Before the motion is put to the meeting I would like to express the views of a manufacturer, who is not here to-day, but who has taken a prominent part in the work of the Association, in connection with a new factory he is building in a city in Ontario. He desired to get the very best results from the standpoint of insurance rates. He was working under the direction of an architect with strong views who felt himself well posted as to all fire conditions; he felt also from his knowledge of the work of this Association he could get valuable advice from the insurance department. He saw the manager of that Department, told him the difficulty he had with regard to an architect, suggested moderation, and got the two together, and the result was in an hour or so's conference the architect realized in many respects the Association's recommendations, through Mr. Heaton, were very much to the advantage of the gentleman building this factory, and the result has been that suggestions made from this Department have cut down the cost of his factory considerably and at the same time got him his insurance rate at the minimum.

I raise that point because I think there is a large number of our members who do not realize that the services of this Department of the Association are at the service of the members, and when alterations are being made in factories, additions and extensions had throughout, the Department is read to lend its aid to every member of the Association in this direction, and if they get that aid they will get not only valuable advice, but save money for years. (Applause.)

Mr. Tindall: Mr. President, I feel that this report should not go past without a good deal of discussion. There are a great many items in it which will bear thought, but before that discussion is taken, and not to go over the same ground, I would suggest the discussion of the report be left until after Mr. Murray, the representative of this Association on the Central Canada Manufacturers Mutual Fire Insurance Company is given, when the matter can then be discussed more fully and when I would like to have an opportunity of saying a few words.

Mr. Stewart: I think the last suggestion is a good one, that we should take Mr. Murray's report, the representative of the Association on the Board of the Central Canada Manufacturers Insurance Company, and then the whole insurance question will be before the meeting at the same time and could be discussed once instead of twice.

Mr. Fleury: Perhaps you might adopt this report, leaving the discussion, it being understood the discussion of this report can be taken up at the same time as the report of Mr. Murray.

Mr. Murray then presented his report as representative of the Canadian Manufacturers Association on the directorate of the Central Canada Manufacturers Mutual Fire Insurance Company, as follows:

Mr. Murray's Report.

In my report presented to the last Annual Meeting I mentioned that the year 1911, so far as it had then gone, had been marked by fires of unusual number and magnitude, and the remaining months of the year, unfortunately, maintained a continuance of the same unfavorable record. As a consequence the Central Canada Company had the worst year of its experience. Nevertheless, it is gratifying to state that the net surplus of the Company at the close of the year showed a gain of over $1,600.

The early part of 1912 also showed a continuance of serious disasters, although the Company has not been called upon to sustain the number of fires or to anything like the same amounts as it met in the corresponding months of 1911; up to the end of August, therefore, the Company has materially increased its resources and surplus, the latter being the only safe criterion upon which to judge of the progress of a Fire Insurance Company.

In the report of the Insurance Committee, which has just been considered, special reefrence was made to the rapidly developing strength of the various Underwriters' Associations, and this has an important bearing upon the future possibilities of your Company. The Central Canada Company was organized to afford much needed relief from the burdensome conditions imposed at the time of its establishment by the various Underwriters' Associations, and it is, I believe, indisputable that the Company has had a material effect in ameliorating the conditions that then existed. This sphere of usefulness is being very naturally curtailed by the manner in which the tariff offices are evidencing their willingness to properly recognize the value of improvements made in physical hazards, and in a still more important way by the restricted market for placing business as mentioned in the Insurance Committee's report.

Patronize Our Own Company.

Since the organization of the Company, many of the grievances it set out to rectify have been accomplished, but the permanency of the present advantageous position of rates and conditions in Canada may be more reasonably assured by maintaining and developing your own Company; in this connection it should be stated that, at the end of August, 474 members of the Association held policies in the Company, an increase of 11 since the close of last year; these numbers represent but a small percentage of the total membership of the Association and an insignificant proportionate increase. The reception given by some of the members to some of the officers of the Company has been far from cordial or encouraging, while the attitude of not a few has left an impression of indifference as to the future welfare of the Company most discouraging to the Directors. Much time has been freely given by them to the building up of a Company that should not only be a credit to the Association but that should also continue to exercise a salutary influence on the fire insurance situation; its future will be what the members of the Association make it, and any wavering in the support accorded to it will not only prevent the fulfilment of the hopes of those responsible for its establishment, but will hasten a return to conditions which it has been the aim and purpose of the Company to remedy.

Respectfully submitted,

Ottawa, Sept. 24th, 1912. G. M. MURRAY.

The President: Now, gentlemen, we can deal with these two reports as one, and for the convenience of the press I

would ask the members, when rising to speak, to kindly give their name and address.

Insure with the Association.

Mr. Tindall: Mr. President and gentlemen, I would like to move the adoption of Mr. Murray's report and also the adoption of the Insurance Committee's report, and in doing so I would like to urge particularly—and I cannot urge too strongly to the members of our Association—that each one of them individually should cast about and look at the situation in a broad light and see if it would not be to his interest, whether he has or has not done so, to patronize our own insurance company to some extent at least. Now, those who paid attention to Mr. Murray's figures will notice that from the members of this Association these companies are hardly getting the support they should get, and you must remember that any gain that has been made to you in insurance rates is largely the result of the organization of those companies and the competition that rose between the fire underwriters in years gone by and the present situation. They occupy a position, to my mind, very similar to that of the safety valve on the engine which keeps matters within bounds. We all know that the element of manufacturing success largely depends—I think you will agree with me in this—not so much in getting high prices and big insurance and a large amount of profits, but in the careful scrutiny of your expenses, in keeping all those expense items and getting your cost of production down to the lowest point. Your insurance is a very important cost, and if you can get that reduced in any way it is certainly going to help the situation.

The situation we are face to face with is this: In 1911 we had 2,725 members. In the Provinces of Alberta and Saskatchewan there were 23, only three of whom were policy holders in our Company. In the year 1912 there were 21 members and 5 policy holders. In British Columbia in 1911 there were 113 members with 5 policy holders, and in 1912, 110 members with 6 policy holders. In Manitoba in 1911, there were 110 members with 11 policy holders, and 1912, 101 members with 16 policy holders. In New Brunswick, in 1911, there were 47 members with 6 policy holders, and in 1912, 43 members with 9 policy holders. In Nova Scotia in 1911, there were 83 members with 17 policy holders, and in 1912, 82 members with 13 policy holders. In Ontario in 1911 there were 1,657 members with 327 policy holders, and in 1912, there were 1,677 members with 341 policy holders. In Prince Edward Island in 1911, there were 2 members with no policy holders, and the same in 1912; while in Quebec in 1911, there were 690 members and 94 policy holders, and in 1912, 718 members and 84 policy holders.

I do not for one moment contend that every member of this Association should, or that it is practicable for him to get, insurance; possibly every member is not available. If those companies are to be run successfully they must be run on proper insurance principles, sound business principles in every way. There may be risks that by reason of their hazard are difficult for us and would not be wise for our companies to take, because the industries may be largely of a special character which would not be available, but our insurance department is at their service, and they will put them in the way of getting insurance at the very lowest rate available for them. I take it if we could get 40 per cent. of our members it would make a great deal of difference to our Company. I think I have thrown out sufficient hint to show wherein lies the difficulty. I am told that of our members, 133 that were policy holders have dropped out and discontinued their policies. Only 18 of those who dropped out, dropped out because they would not improve their risks. They were asked to make certain improvements in their risks, and for reasons of their own they did not see their way to do so, and for that reason the insurance was not continued. If each man would take just a small portion,—I know the argument is frequently set out,—"My business is all done through one broker, and the broker says he won't take this company." However, I think that rests largely with the assured himself.

Not Impossible.

If the broker finds he must have some one portion, I think a way will be found to get it. It is not necessary to change your arrangements in order to get that, but it means the support and continuation of these companies; and, gentlemen, I cannot get away from it; I have been connected with the Insurance Department for a good many years; I have had a great deal to do with insurance myself; I know the way these things are; I know the conditions the Canadian Fire Underwriters exacted five or six years ago, and I know the conditions they are able to waive to-day and are not exacted, and the benefits you have got are largely the result of these companies being in existence. Now, you have in one case a rate that was originally $2.25, now placed at $1.50; another rate of $2.66, now placed at $1.90; and another one of $6.72 coming down to $4.60, and further down again to $2.65. If you take advantage, even on the table that is given to you in your own return, where you see the average rate drops from $1.60 to $1.35 you have an advantage of 25 cents. Supposing a man has a whole block of insurance, $500,000, to place, he has a clean saving of $1,250 in those three years, and largely as a result of this Department. It behoves this Association to encourage this Department, and even though the Department is some burden upon the Association the advantage is very much greater than the burden that the Department imposes on it. I throw those hints out and I leave it to other gentlemen, and I feel those who are conversant with it will have something further to say.

Mr. Jephcott: I have no statistics to lay before you, but I do want to say a few words regarding the continuance or otherwise of this Company. Gentlemen who so far have devoted their time and attention to the effort to make the Company a success are doing the work of the Association equally as much as the members who are on the other various committees, and some of us have felt for some little time past, but we have not had an opportunity of voicing it, that the Company is receiving and has received far too little measure of support from the members of the Association for whose benefit the Company was formed and is being operated. The responsibility for the successful operation of this Company does not rest on the directorate, it rests on the members themselves, and they must appreciate that responsibility if they wish this Company to be continued. The very small percentage of members that so far have given their aid and support to the Company does not warrant the work that is being done, the time that is being spent, and the effort that is being made in your interests and no one else's. Now, gentlemen, it is necessary that this thought should be forcibly placed before you. It is not often we have the opportunity. I think it is largely a matter of carelessness or indifference on the part of the members, probably thoughtlessness, that so little support has been given. Of course we have had very loyal support from some of the members. If it were not so the operations of the Company would not have continued as long as they have. My good friend Mr. Rowley, for instance, as is evidenced by the plan you see before you, is one of our very loyal supporters, but unfortunately they are too few; and if we are to succeed with this Company we must positively have a larger field of support, and support spread over a larger membership than we have so far had. I know the directors have often thought of late, is it worth while our continuing this Company with so little show of

interest displayed. You have heard only a few minutes ago that quite a number of members that at one time held policies in the Company have for some reason or another dropped them. That is very discouraging to the gentlemen who are trying to make a success of the Company, and I put it up to you; it is in your hands as to whether you wish the Company to be continued in operation or not. If you do, it would certainly be necessary that a far greater measure of support should be given than in the past. I wish to impress this point very strongly, it is entirely in your hands as to whether the Company should continue or not. If you wish it, then it is up to you to support it more liberally than you have in the past. (Applause.)

Some Suggestions.

Mr. Henderson: Mr. President, I have listened with a great deal of interest to the reports which have been read. I am not going to criticize them at all, but there are one or two suggestions I would like to make. Great stress has been laid upon the fact of cheap insurance. Well, to my mind, that is one of the most dangerous things you can do in connection with insurance. I would rather have safe insurance, and by that I don't mean the safety of the company, but I would very much rather be connected with a company who would insist upon the most stringent precautions being taken to prevent fire. I want to give credit to these two Canadian companies which have been organized, for reducing the rate, but I think the main reason why the rate has been reduced is because they have insisted on proper precautions being taken to prevent fire. I am one of those who have not joined one of these companies. The companies I am connected with carry considerable insurance, but we have always dealt with the line companies. I have had no very great difficulty indeed in getting a reasonable rate of insurance because I have carried out the suggestions which they make, and I am inclined to think if you analyze this whole matter you will find that the dear insurance which most of the Canadian Manufacturers Association pay is not because the companies want to charge an unreasonable rate, but simply because members of the Association will not put in effect the precautions which the line companies ask you to put into effect. The rate has been lowered, quite true, in the last two or three years, because these companies, the mutual companies, have insisted on certain requirements being met. Members of the Manufacturers Association and others are beginning to realize if they are going to get cheap insurance it is because they adopt certain precautions, and I for one don't care whether it is an insurance company connected with the Canadian Manufacturers Association or anything else, so long as they can tell me the best way I can protect my concern against fire; and I think the Insurance Department of this Association is getting away from the original conception when they do not lay far greater stress upon the fact of working against fire rather than getting cheap insurance. They talk about the National Society for the Prevention of Fires. I read that with a great deal of interest, but to my mind there is one other very essential and important thing which they never refer to at all. I would suggest to the Insurance Committee that they take steps in Canada to bring before the Legislature in each province the advisability of appointing a Fire Marshal, who will investigate every fire, and I venture to say that if such an officer were appointed by every province in this Dominion you would find the insurance rate of the line companies would be reduced inside of two years at least 25 per cent., if not 50 per cent. A fire takes place, we will say, at Toronto. Who investigates it? No one at all. The police may, but they are not charged with that particular duty. If the Fire Chief sees that the building has been absolutely set on fire, he may set the machinery in motion; but is the ordinary fire investigated? Not a bit of it. Do the insurance companies investigate it? Not a bit of it. Why? Say one company sets to work to make an investigation; it comes along and they want to get a policy from Mr. So-and-so. Oh no, we won't insure in that company; if there is a fire they are going to contest it, they are going to start an investigation. But, on the other hand, gentlemen, if each province had an officer charged with the business of investigating every fire that was at all suspicious, I think that is one of the best things we could advocate or recommend, and I don't know whether or no it would be right for me at the present time to move an amendment to the report that we recommend that fire marshals be appointed in each province to investigate fires. You take Germany and Belgium and England, and you find they have these officers. What is the result? The fires are few and small, but in Canada the fires, I am sorry to say, are not few and they are not small.

Must Make It a Success.

Mr. Cockshutt: I would like to say a few words. I didn't intend to speak until my friend Mr. Henderson rose. I am not a very large policy holder, and I don't think our company is in this Company, and I don't know that I was very strongly in favor of the Insurance Company when it was formed; I think I was, perhaps, one of the objectors, but we are now in it and we are certainly not going to turn back, at least I don't think we should; I think we ought to thank the gentlemen for the work they have done and the improvement they have made in the rate. I don't believe in paying too high rates for insurance. I think improved risks such as this Company has been trying to get are a good thing, and it is good for the manufacturers. Now we have got started on this line don't let us go back, let us put that Company in first-class shape and let us say they cannot put the Canadian Manufacturers out of business.

Mr. Fairbairn: As one of your directors working on this Insurance Committee for some years, I would like to say that we have had an example to-day of the discouragements we have from our own members. In the first place, when this insurance report commenced I think I am within the mark when I say one half of the members left the room. On our Committee of Insurance we have 21 members; out of those 21 members 9 have never attended one meeting throughout the entire year. We selected these men as carefully as we could to get men who would take some interest in the work. Out of the 12 I think possibly I am safe in saying that the work has been done by at least one half, some of them having only attended one meeting. Mr. Henderson's address on this very question shows the attitude of men like my friend Mr. Henderson. (Nothing personal.) He speaks of two companies. He has not taken the trouble to follow it up to know that we are only operating one Company. It may be a trivial matter, but we merged the companies for the matter of economical administration. He then talks of safe insurance. That is and always has been the foremost part of our policy as a Committee and as a Company to improve the risk. If he would listen to the report or read it over, he would find, as part of our report, that we declined risks because they would not improve them. The whole policy of the Company is to expend money. For instance, in connection with our men going around inducing our members to sprinkle their risks and so on, we are working along that line all the time. When our members begin to knock us and don't know what they are talking about, it is not fair.

Rates.

Take another point. He talks about fire risks. We have been working with the Provincial Government; we have sent our deputations there, and we are working along that line. The difficulty is to get the average man interested in the whole situation, and to follow up what is being done. The Committee and the Company are both doing a vast work that none of you know anything about or, at least, a great many of you. My friend, Mr. Henderson, apologised to-day and asked me what the Company was doing. I think to-day he has had, in following the reports, some idea of what is done. To get down to actual rates. We can give you cases from 1904, 1905 and 1907, where rates which were in existence from $1.69 are now down to 95, directly due the Company. I have twenty-five instances here of our members where they have had their rates reduced, and we can go on enumerating them. Some of them are reduced even more than that. Our members who have taken advantage of and tried to use the organization have been able to get better rates and more consideration. Supposing we lose our interest because of the lack of interest of the members of this Association. I think I am quite within the mark when I say 90 per cent. of the insurance of this Company is in the hands of the Canadian Fire Underwriters Association. Now, do you happen to know what that means? Within the last six weeks out in the West two companies undertook to write insurance at rates under the tariff rates as set down by the C.F.U.A. What did they do? They promptly dropped those two companies, and the members are not allowed to place insurance through those companies at all, and consequently those two companies are cut out from competition in the general field. Supposing we go ahead and drop our companies and our committees, how long will it be before your rates are increased enormously? Not very long. I don't want to make any long address over this matter, but I do feel that our members must rally to the support of the Company further than they have. The Company has done magnificently, and I have often wondered how in the world we manage to get through, spending the amount of money which we do for detail work, of which you all get the benefit, not only in regard to plans such as are there before you, but in regard to information. We give them from that Company any amount of information, and very often to some of our very largest members, in point of capital, who do not give us any insurance whatever. We do not make any complaint; the Company and Committee have gone ahead, but we say it is there for your benefit, and we are there to carry out as far as we can any point that is going to aid you. If you drop that Company and don't support it, you are going to lose a vast amount of influence in regard to legislation, which is very important. In connection with the Ontario Act during the past year just referred to, the members here do not attempt to realize the amount of work there has been in going over the details of that Act. I can say quite frankly to you a great many of the suggestions that are made in the Act are the result of the work of that Insurance Committee, and there are a great many points guarded there which are very essential to you as manufacturers. I want to appeal to you men to aid us and back us up, because your Committee have had a very discouraging two or three years on account, I believe, of non-interest, due to lack of knowledge of the situation. Each man in his own town has a risk to secure, and the man who puts it up to him and tells him all about his insurance is the local agent, and throughout the country they have an immense power, and of course they will knock the Canadian Manufacturers Association every time. Now, it is up to you men to support us and to back us up by at least giving the Company a limited line where your risks are such as we will accept.

With the Underwriters.

Mr. Hugman: Before this report is adopted, as one of your younger manufacturers in Canada I would like to say a word with reference to this insurance. I might say I have belonged to this Association for a number of years now, not as many years as some of the older members, but this is the first intimation I have had with reference to an insurance company existing in this Association. That is to say, I may have had a circular with reference to such a company existing, but I have never been solicited for any business, and I might say only two or three months ago we moved into our new factory in Montreal, a brand new building, and we left an old building that you wouldn't give five cents for as far as insurance rates are concerned, and they got our rate down to $1.25. We thought we were paying a very high rate with the sprinkler at that time. We got into a brand new building and we are taxed $2.94 for a building on which I consider the insurance rate ought to be even less than the $1.25 we were paying before. I couldn't get any satisfaction from the Canadian Underwriters. We had our broker come down and look the place over and the underwriters sent down an inspector and gave us a first-class risk as to our electric wiring and so on. They sent down an inspector later and then tell us they have added 15 per cent. onto our policy for the reason that our electric wiring is defective. It seems to me there is something wrong somewhere, and I will only be too glad to take out a policy with this Company connected with your Association for the simple reason I am looking for lower rates and I am only too glad to give it to the men who can do the best. I think we should get after the underwriters a little bit more.

Mr. Rowley: The reason why the last speaker was not solicited was probably because our companies are not allowed to solicit insurance in the Province of Quebec. That is no good reason why you might not have known. You might have known we had an inspection department and an insurance manager whose time and talents and whose influence and assistance he gives freely to any member who chooses to ask for it. I wonder if our friend of the Canada Salt Works has ever asked to have his place inspected? This department of insurance ought to be well known to everybody by this time; anybody who has any property to insure ought to know what could be done. I was away a good deal last year and only attended two or three of these meetings, but I am surprised to know there are 133 people who have taken out insurance in these companies who have withdrawn, and I am more than surprised to know that the probable reason was on account of some local broker. If you pin your faith to the local broker or the local insurance men or the Canadian Fire Underwriters Association and let this insurance company drop I will tell you as one who is a large insurer, who has been looking at the insurance business for twenty-five or thirty years, and who has had a good many hard knocks, that the minute we let this company go, up will go our rates, just as sure as the sun rises to-morrow morning; if we don't take advantage of the influence and knowledge and intelligence and skill of our insurance department and our inspectors just so sure will our rates go up; and when our rates go up and the influence of this Association is withdrawn from the Insurance Company, legislation will be brought in to prevent us from insuring in mutual companies outside of Canada. We had a pretty close call on this two or three years ago when the matter was up before the Parliament of Canada, and we ought to have learned a lesson. I am surprised to know, in

fact, I am nearly weeping, that there are so many in this Association who don't know more about the insurance policy of the Association, and that there are so many of these people, good, clever, honest fellows, that get up here and attack this insurance Company. I cannot understand it, and I hope we will hear no more of it. Fair criticism is what everybody wants, but people who don't know what they are talking about and who have never had the advantage and who have never even asked to have their place inspected and who don't know what the Insurance Committee and the manager can do, to get up here and tell us what we ought to do—well, I hope we will hear no more of it.

Mr. Henderson: Mr. Rowley has asked me a question which I want to answer. I am a patriotic Canadian, and use everything made in Canada, but as I use nothing but Eddy's matches I am rather afraid of having the inspector of the insurance department call.

Prevented Bad Legislation.

Mr. Caplin: Mr. President, I want to give extensive credit to the Insurance Department. They prevented proposed legislation which would have placed us at the mercy of the Underwriter's Association. If that had been put into effect there is no doubt that the word "consideration" that we have heard referred to would be written out of the insurance vocabulary. I know it has made a great reduction of insurance rates, and therefore it is good for us to have an insurance department.

Mr. Wilson (Ingersoll): Mr. President, I just want to say that we have been patronizing these companies ever since they started, and I may say to-day they are effecting about half of our insurance, and it is about a quarter of a million dollars, and we have had great satisfaction. We are not after the cheap insurance that Mr. Henderson refers to, we are after safe insurance, and we have got it I believe, by having this company, and I would be very sorry to see it fall down. I am surprised that the manufacturers don't patronize it more than they have done in the past. We meet about every month, and it is really discouraging not to see new business come in. I hope the manufacturers will look into the matter.

Mr. Stewart: Mr. President, I had a good deal to do with the inception and organization of the first Company, the Manufacturers' Insurance Company, and they were both organized at that time, as a matter of principle, and the principle is here to-day, and it is just as serious as it was seven or eight years ago. It is not the fight for cheap insurance that we want, but it is a fair deal regarding the risks that the insurance companies have to take. It was a matter of notoriety, and I know of ten members of the Manufacturers' Association who had been objecting to it in years past, that the insurance company would tell you that such and such was your rate if you were carrying on such and such a business, and you could search and go where you would, but such and such was your rate no matter how your risk compared from the safety standpoint with the risks of other men carrying on the same class of businessy, and the members of the Association who had this in mind resented such treatment. They didn't want cheap insurance, but insurance based on the risk the company had to carry. They didn't want the insurance underwriters saying, "With this risk such and such is your rate." They wanted the man to come into your plant and size up the situation and say, "By doing such and such your rate will be reduced by such a figure." You couldn't get a definite undertaking from the Canadian Fire Underwriters, that if you did carry out such improvements your rate would be reduced to the point where it should be reduced. In other words, they would make no definite agreement with you to give you such a rate no matter what improvements you carried out. Now, as a matter of principle, when this thing was taken up the members of this Association resented that attitude on the part of the Fire Underwriters Association, and instance after instance came before it at that time to show that the Fire Underwriters Association was dealing with the manufacturers as a class, altogether apart from the risk they were assuming by carrying their insurance. The same thing applies to-day, but to a much lesser extent, and only for this reason that the Fire Underwriters Association will put you in a class and say, "Such is your rate, but it doesn't stay there." They know that each and every one of us is now in such a position we can call in the Insurance Department of the Manufacturers Association, who will send their expert inspector to you, a man who will go over it from cellar to garret, who will map out a plan and given you a print as you have here, and show you exactly the condition of your risk and tell you in black and white what they will carry it for if you do such and such. We can't get that to-day from the Insurance Underwriters, and the only way you can hold them down to get a reasonable rate is by supporting an independent inspection bureau such as you have in your hands at the present time.

Give Part Of It.

Now, there is a whole lot of this insurance the company cannot carry—certain insurance carried in the New England Mutuals—a great big line, but there are three-fourths of the members of this Association that can give a small block of their insurance to this Company if they want to do it, and if you don't start pretty soon and do that you will find yourselves in a few years absolutely in the hands of the Canadian Fire Underwriters Association, just as you were from 1904 down to 1908, and that is just the position you don't want to get yourselves into.

Now, I have a list of rates in my own hands put on by the Fire Underwriters Association, and I have a corresponding list of rates made on the same property by the inspector of the C. M. A. at the reduced rate at which the Manufacturers Association says, "If you can't get your business placed with the Fire Underwriters at that rate we will place it in satisfactory companies for you." That was done after the Fire Underwriters lost the business, saw they had lost it, and they met the rate. Now, you could hardly believe it, I am sure none of the men are here, but the minute the Fire Underwriters Association made the rate that member took all his insurance from your own company. There are worse cases than that. There are cases where we carried a part of this insurance for some years at the reduced rate, and when the Fire Underwriters Association met the rate, those fellows left us, notwithstanding the fact we had carried their insurance with a profit to them for some years, as soon as the Underwriters Association met the rate away goes the insurance. It is all right to stand in with your broker to try and turn a small commission into his hands, but just as sure as you pursue that policy, and keep on following it, you are going to pay for your insurance through the nose. We did it before, and a lot of us are going to do it again. Now, we should all turn in and give this company a small line of our insurance. They want enough of it to show the Canadian Fire Underwriters Association they have got the support of the majority of the members of this Association. Until you get that the Fire Underwriters will fight you with every local agent they have got from Halifax to Vancouver, as they are trying to do at the present time. There is no use of my going into instances where the insurance department has effected risks, but it is a matter of safety and loyalty, and ultimately a matter of dollars, and we should stand by this insurance Company.

Mr. Tindall: Mr. President, I want to call the attention of the members to this fact. That in my own personal experience in insuring large blocks of insurance of $250,000 and $$300,000, from the year 1880 to about the year 1900, we never got a scrap of writing from an underwriter in Canada of any kind that would suggest any improvement in our risks. They never would do it, and, furthermore, when they sent around an inspector in those days that man came around on the back of your property and went through your property and never even let you know he was there, and the next day your rate was increased, and you didn't know the man was there. They said that they didn't think it was wise that they should suggest improvements, and the reason that Canada was losing her insurance and the reason that your men were going to the New England Mutuals was because they were adopting the opposite principle, that of safety of insurance and improvement of the risk. They would give every member a detailed list of his property, all kinds of methods, whereby he could reduce his fire hazards, and I say that our Canadian companies never gave an insurer in Canada in writing—I challenge them to show in their files where they gave any improvement in the risks in those years. They are doing it now because the Mutual Companies are forcing them to do it. It was only by the education of these companies that they were forced to take that position.

Steamship Insurance.

Mr. Chown: If the discussion on the insurance company question is over, I would like to say a word with regard to your speech as to the steamship insurance on the St. Lawrence. It seems to me the Manufacturers Association might take even a more forward step than you have in your address—to suggest it might be taken up by the steamship men. At the same time you give the reason that it is not likely that steamship men will take it up because none of them are going to invite competition by reducing the present high rate paid by tramp steamers. It seems to me it would be wise for this Association to either formulate a policy now or submit the question of higher insurance on our Canadian steamships to a committee for consideration. One reason especially why this appeals to me is that we have had a good deal of friction at one time and another between the Manufacturers Association and certain of our fellow Canadians who live in the West, and by taking this up I think we will get one thing at least in which we would all join most heartily. It would result not only in the reduction of rates on grain going out, but also result in lower rates to ourselves on imports we are bringing in. It seems to me we are not treating this thing in a business way. We are spending millions, and proposing to spend other hundred millions, and at the same time we are losing the benefit because we are not willing to go into an insurance company. I may say I have taken this up with the Premier, and my idea is that the Government itself should meet the case by establishing an insurance company to provide for a reasonable rate in view of the recent improvements being made on the St. Lawrence route, and if the Manufacturers Association were to take this up and endorse it we might get a decision on it. We are not talking politics now, but I think we are all aware of the fact that the present Government is quite keen in its desire to do anything that will make more friendly the vote in the West, and it seems to me this would be one thing that would help to do that, and I would urge that it be referred to the Insurance Committee, or to any other body that could deal with it, and that the East should not be lost sight of in the present meeting of the Association.

The President: I think your idea is a splendid one. I think it would be well if some one would take it up and formulate a resolution and have it dealt with by this Association. It does seem a pity that this Government should spend so much moeny on canals and rivers if they are not going to be used after they are finished—if they do all this work to save a cent or half a cent a bushel and then lose the hauling of it because the insurance is prohibitive. I would like it very much if this thing could be done.

Mr. Tindall: The Dominion Marine Protective Association of Canada, as regards hulls, have been maintaining for a great many years that hull rates, particularly cargo rates, were made through New York. I may tell you that the Association now for the last two years have had their own Canadian Association. The Canadian Association has been recognized by Lloyds. Every insurer who insures his hull in Canada insure a portion in the Canadian Marine Protective Association. While the matter is not going very fast it is getting better every year.

The President put the motion to adopt the report of the Insurance Committee, which, on a vote having been taken, was declared carried.

Mr. Gourlay: I regret to intimate to you and to the members that the paper in my hand intimates that Sir Richard Cartwright, the former Minister of Trade and Commerce, passed away this morning. I would like to move that this Convention instruct the Resolutions Committee to prepare a resolution of condolence and submit it to this Convention at Thursday morning's session.

Mr. McCullough: I beg respectfully to second this motion.

The President put the motion, which, on a vote having been taken, was declared carried.

On motion of Mr. Stewart the meeting adjourned.

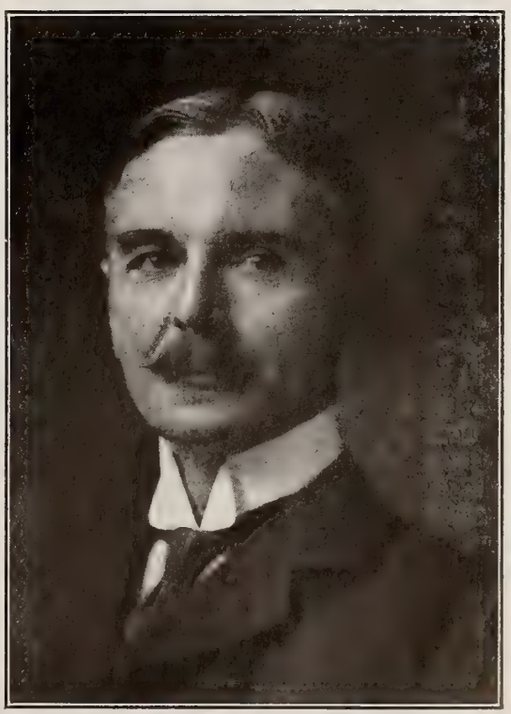
SECOND DAY

(Morning Session.)

WEDNESDAY, SEPTEMBER 25th, 1912.

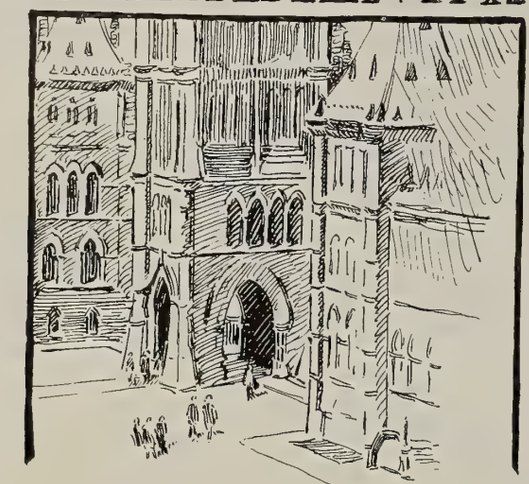
At 10.30 a.m. the President called the meeting to order, and called upon the Secretary, who made the announcements.

Mr. Tindall then presented and read the report of the Parliamentary Committee.



MR. H. W. FLEURY
J. Fleury & Sons, Aurora.
Chairman Insurance Committee, 1912-1913

PARLIAMENTARY COMMITTEE



YOUR Parliamentary Committee has, during the past year, dealt with the usual large variety of subjects, ranging from matters affecting the interests of individual members and particular localities to matters of Provincial and Dominion-wide importance.

Company Incorporation and Registration.

In this field the work of your Committee has consisted largely in watching the course of legislation in the different provinces and the progress of the cases now before the courts in which the validity of the Extra-Provincial Licensing Acts of the provinces is to be determined. No particular change has taken place in the situation and the majority of the provinces continue to deny the status of Dominion companies to carry on business unless virtually re-incorporated under provincial laws. It will be remembered that a stated case has been submitted by the Dominion Government to the Supreme Court of Canada to determine, amongst other things, whether the provinces have, under the terms of the British North America Act, the power to deny the status of Dominion companies, and whether companies incorporated under provincial laws are inherently capable of carrying on business outside the borders of the incorporating province. These two questions are of the greatest importance to a large majority of the members of our Association who are left in doubt as to their position in the different provinces of the Dominion in which they conduct business. It should be clearly understood that while manufacturing and other commercial companies are no more anxious than other classes in the community to pay taxes and license fees it is not with the fiscal aspect of the questions that they are concerned, but the irritating restrictions which the Acts purport to place upon inter-provincial commerce, and the uncertainty as to their constitutionality and their interpretation and scope. The very drastic act of the Province of British Columbia has called attention to the fact that companies are liable, under circumstances none too well defined, to penalties and disabilities in most of the other provinces. The Legal Department has found the largest part of its work for individual members in advising companies as to their position under the Extra-Provincial Licensing Acts and the relative advantages of incorporation under Dominion and Provincial charters. In the absence of a decision upon the points raised in the reference before the Supreme Court it has been impossible to advise members in situations of extreme difficulty and there are now on the files of the Legal Department several hundred applications for advice awaiting a judicial determination of the questions above mentioned.

Unfortunately the hearing and determination of the issues has been delayed by reason of the efforts of some of the provinces to have the reference quashed or recalled. At one time your Committee had reason to fear that the case might be dropped and representations were promptly made to those in charge of the case to the effect that it was of the highest importance to the commercial interests of the country that the case should go on, and this view has, we are pleased to state, prevailed. The technical objections of the provinces have also been disposed of by the Privy Council, and the case has been set down for hearing before the Supreme Court in October.

In the meantime, partly because of the danger of the stated case being held up, and partly because of the indefinite and inconclusive form of the case, steps were taken to have the validity of the licensing provisions of the British Columbia Act tested in the Courts in a concrete case. A writ has been issued in a case involving the right of an unlicensed Dominion company to sue in the courts of the Province. The case has been argued in the British Columbia courts, and will shortly come before the Supreme Court of Canada. The intention is to press this case on for final determination by the Privy Council. Whatever the outcome, it will determine the question as to what is the proper course of incorporated companies in regard to the Extra-Provincial Licensing Acts, and there is reason to hope that the result may be the wiping-out of the whole obnoxious system of company licensing and the recognition of the jurisdiction of the Dominion Government over companies engaged in inter-provincial commerce.

Pamphlet on Extra-Provincial Licensing Laws.

In order to keep members as fully informed as possible in regard to the operation of the Extra-Provincial laws of the different provinces a pamphlet was issued by the Legal Secretary containing a full discussion of these laws. Copies of this pamphlet were sent free to members of the Association, and a large number were sold to non-members. The demand quickly exhausted the first edition of one thousand copies and a second edition was issued, as well as a larger edition containing the full text of the Acts, the larger being sold in the form of a legal textbook. It is the intention of the Committee that pamphlets and textbooks on various branches of law of interest to our members and the commercial community shall be issued from time to time by the Legal Department.

Sale of Shares Act—Manitoba.

Another step in the unfortunate competition between the Provinces and the Dominion in the control of corporations, is the action of the Manitoba Legislature in passing an Act known as "The Sale of Shares Act." This Act, under cover of an object ostensibly desirable, is fraught with dangers and anomalies probably not in the least anticipated by the legislators. The Act pronounces illegal any sale of shares in a company not (1) incorporated in Manitoba; (2) licensed under the Extra-Provincial Licensing Act; or (3) certified under the Act. In order to obtain a certificate the company must undergo, at its own expense, a full examination into all its affairs by a Commissioner appointed under the Act. The company must also file an irrevocable consent that any actions against it may be brought in the court of the judicial district in which the plaintiff may reside by service of process on the Provincial Secretary. Under this Act a holder

of shares in a company duly incorporated under legislation of the Dominion or any of the other provinces, could not, while in the Province of Manitoba, make a valid sale of his shares unless the company submitted its affairs for examination by, and approval of, the Commissioner. Company shares are a form of personal property and are, as such, assignable and transferable like every other form of personal property. This Act constitutes a drastic invasion of the principle of transferability and has, we believe, no counterpart in any British jurisdiction.

Patent Office Reform.

It is well known that for years there has been a growing feeling of dissatisfaction with the Canadian Patent Office, though actual experience of same has been limited to such a comparatively small number of people that the Government have apparently failed to appreciate the need of reform. The matter might seem to be one which principally concerns inventors and patent attorneys, but so much manufacturing is done nowadays under patents and with the aid of patented machinery that it is eminently proper for the Association to take cognizance of these complaints with a view to securing their correction.

As a necessary preliminary to intelligent discussion, arrangements were made last fall for a series of articles to appear in INDUSTRIAL CANADA, reviewing the situation in detail. These were all written by patent attorneys, who, it may be presumed, are better qualified by experience to criticize the system than the ordinary manufacturer would be.

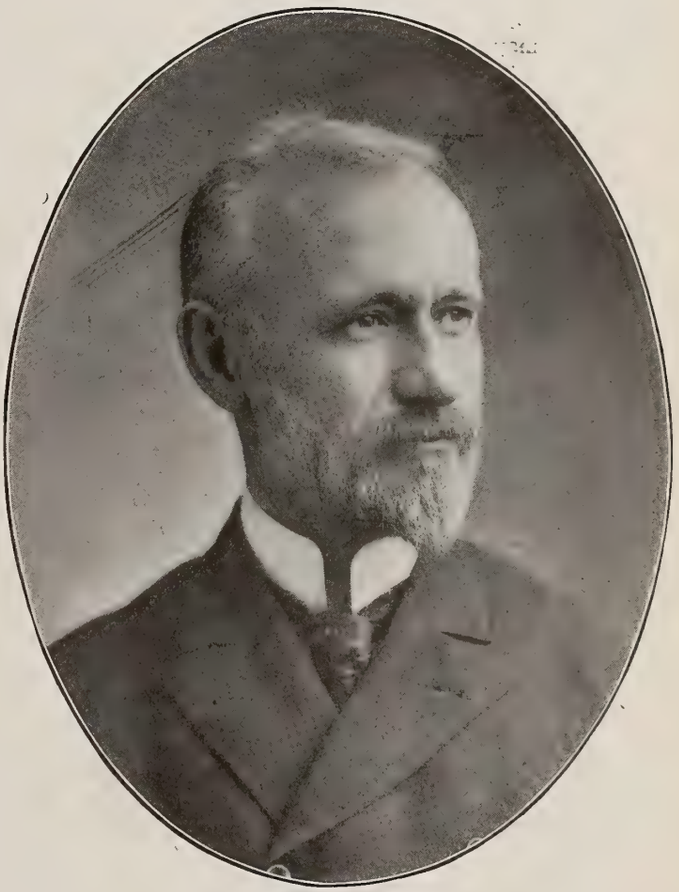
Briefly summarized the trouble is said to result from the following causes:—

1. The staff is inadequate. Our law is based on the examination system of determining novelty, and examination is useless if it is not thorough. Where examiners are overloaded with work one of two results follow, either thoroughness is sacrificed, or the work gets behind. Thoroughness would be encouraged on the other hand by having not only an adequate number of examiners, but specialists in the various departments of examination. The alleged slipshod methods prevailing in the Canadian Patent Office are said to have made the patents issued by it of practically no value until they have survived the test of a lawsuit.

2. The library and office equipment are inadequate. For the proper determination of novelty all the patents of all the countries should be available, whereas we have only a fraction of the British, French, and United States patents, and none of the patents of certain other important countries. This is practically accounted for by the fact that we do not print our patents, and are therefore unable to give those that do a *quid pro quo*. All patents should be printed separately, with drawing and specifications in full, first to permit of proper classification and cross reference, and so facilitate examination, and second for the convenience of the public, who are now required to pay exhorbitant fees for copying.

With the Patent Act itself fault is found on a variety of scores. The compulsory manufacturing clause, while desirable in the public interest, is often unduly burdensome to the inventor, resulting in heavy financial loss. Some middle course between this and the compulsory licensing plan is suggested as a means of protecting both the public and the inventor. The provision for paying the 18-year fee of $60, in three instalments of $20 each, without provision for a single day's grace, is severely criticized for having caused great hardship through inadvertance, and sometimes through uncontrollable causes. By substituting therefor a straight fee of $30, payable in advance, the patentee would be protected for the full term while at the same time the gross revenue of the office would be materially increased, for only a small percentage of the deferred payments are ever made. The method of handling interference cases by reference to a Board of Arbitration to determine priority is said to be altogether too costly for the ordinary applicant and should be replaced by a provision for the institution of interference proceedings within the Patent Office itself.

In addition to those remedies that the mere recital of these criticisms will suggest, it is urged that instead of continuing the office as an adjunct to the Department of Agriculture in charge of a Chief Clerk, it should be consolidated with the Trade Mark and Copyright Branch, and placed in charge of a Commissioner of Patents who would be responsible to the Minister of Trade and Commerce. In support of the general argument for an improved service it is pointed out that the revenue of the Patent Office now exceeds the gross expenditure by over $100,000 a year; that the most we should expect of the Office would be that it carry itself, and



MR. W. B. TINDALL
Parry Sound Lumber Co., Toronto
Chairman Parliamentary Committee 1911-1912

that the Government should therefore use this surplus revenue to carry out needed reforms in the office itself instead of diverting it to other purposes.

Beyond stating that we have been duly impressed with the force of these criticisms and arguments your Committee have no recommendations to make, preferring that this meeting should draw its own conclusions.

Immigration Regulations.

Your Committee regret that the regulations of the Dominion Immigration Department continue to perpetuate the invidious discrimination against manufacturing industries. While immigrants who announce their intention of engaging in employment in agriculture, railway construction, domestic service and allied occupations are allowed to enter Canada freely, those intending to engage in any branch of manufactur-

ing, even as ordinary laborers, are debarred from entering the country unless in possession—in addition to means of transportation to their destination—of a certain sum of money —$25 in summer and $50 during the winter months. The effect of this regulation is, of course, to place a very serious obstacle in the way of immigrants who are generally so circumstanced that the money qualification is prohibitory.

It will be remembered that your Committee last year reported an effort having been made to secure a relaxation of the regulations in the case of persons coming to assured employment, and for some weeks such a relaxation was in effect. The concession was, however, suddenly withdrawn. There is no object in ignoring the fact that the present regulations serve mainly to artificially restrict a supply of labor and are in this aspect favored and fostered by certain labor organizations. Your Committee desire once more to voice their condemnation of a policy which is so evidently calculated to hamper the development of the industries of this country. It may moreover be pointed out that artificial restriction of artisans necessarily increases the pressure which



MR. F. W. WEGENAST
Secretary of the Legal Department

forces native agricultural laborers into the cities and towns and tends to minimize to a large degree the advantage which free immigration confers upon the agricultural industries. In their present form the immigration regulations constitute a species of class legislation unjust, inequitable and economically detrimental to the country which no consideration of temporary expediency can justify.

Assessment Legislation—Ontario.

In view of the announcement of the Ontario Government that a Committee of the Legislature would be appointed to examine the present assessment system of the Province with a view to making such amendments as were found desirable, the Executive Council instructed your Committee to consider certain suggestions for amendments and to lay recommendations before the Executive Council as to the policy to be pursued by the Association.

Under a report of your Committee adopted by the Executive Council at the May meeting it was recommended that, for the purpose of dealing with the question, the membership of the Parliamentary Committee should be augmented by the addition of Messrs. William Robins, John Firstbrook, C. B. Lowndes, E. G. Henderson, and John Ransford. The Committee thus constituted instructed the Legal Secretary to make investigations and collect material for the Committee. The Committee have met and considered a number of propositions that have been made for amendments and have drawn up the following statement of the Association's views with respect to the Ontario Assessment system:—

We recognize that in a number of its features the present system of assessment in Ontario is satisfactory. We recognize also that the main purpose of a tax is and must remain to raise an adequate revenue, and that no change is desirable or practicable which would interfere with this object. We recognize that whatever the theoretical justification, economic or otherwise, no change is desirable which would unduly or suddenly disturb existing conditions.

With due regard to these considerations, however, we believe that certain readjustments are possible and desirable in the interest of justice and equality, as well as the encouragement of enterprise and public spirit.

Under the present system of assessing buildings at value manufacturers and other owners of property find that in proportion as they improve their premises from the standpoint of appearance, health of employees and other factors of interest and value to the general community, their assessment and taxes are increased. The result of so improving buildings is in a sense that the owner is penalized for his public spirit, and that he suffers discrimination as against his less public-spirited competitors in business. This penalty or discrimination is not merely to the extent of the value of the improvements in buildings, but is increased by the business assessment (which in the case of manufacturers is sixty per cent.) upon the improvements.

We recognize the superiority of a system of business taxes over the personal property tax for which it was substituted, and we consider that any suggestion of a return to a system of personal property tax would be untenable. But an experience of seven years has proven the system of business taxes under the present Act to be unjust, inequitable and thoroughly unsatisfactory. We seriously doubt whether any other form of business tax could be devised which would not involve similar inequalities and anomalies. After careful consideration and with a due realization of what is involved in our proposal we advocate the entire abolition of the business tax.

We are impressed also with the anomaly which allows the holding of unimproved lands at rates of assessment which permit large profits to be made by the holders from the rise in value consequent upon improvements to adjoining property. We would recommend some form of tax by which such holding of unimproved property will be discouraged, or the improvement of the property encouraged.

We believe that an increased assessment upon unimproved lands would go far towards making up any deficiency arising from the abolition of the business tax. We can see no serious objection to throwing the balance of the deficiency, or even the whole of it, upon real property in general.

We believe the time is opportune for the suggested changes.

Quebec Legislation.

Through the activity of the Montreal Branch considerable legislative work of a satisfactory character has been done at Quebec.

The nuisance of garnishment of wages for small debts contracted by employees will be largely done away with by the abolition of legal and other costs in personal actions where the amount involved is less than $25. The persecution of

companies and partnerships by professional informers in the so-called "*qui tam*" actions will be largely checked by the new provision of law which leaves the presiding judge discretion to fix the fine according to the gravity of the offence. Steps were also taken by the Branch to secure an extension of the privilege of voting for incorporated companies in municipal affairs by making the necessary charter amendments for the cities of Quebec and Westmount. This privilege was first secured by the Branch in the case of Montreal at the session of the preceding year.

A bill which would have caused considerable inconvenience to manufacturers of agricultural implements, and others who deal directly with non-traders, was opposed by the Branch and was rejected. Assistance was also given to manufacturers in various other towns of Quebec in having proposed charter amendments satisfactorily adjusted. Bills to establish a Metropolitan Parks Commission for the purpose of dealing with the housing problem and providing a system of parks and boulevards on the Island of Montreal were warmly supported, and were passed, as was also a bill aimed to further restrict fraudulent assignments.

Probably the most important problem dealt with, however, was that of bringing about a reduction of the tax on commercial corporations. All the Boards of Trade of the Province were canvassed and gave their support to a memorial of protest against the tax, on the ground that it was not only onerous but discriminatory. Although no action has yet been taken by the Government, definite statements have been made by the Premier to the effect that a readjustment of the tax will be drafted for presentation at the coming session.

Mention is made above of a few of the more general subjects of your Committee's activities. Space forbids a discussion of the many matters of less general importance which have been dealt with on behalf of individual members or groups of members. Your Committee bespeaks for the incoming Committee the co-operation of the members in the work of the coming year.

All of which is respectfully submitted.

G. M. Murray,
General Secretary.

W. B. Tindall,
Chairman.

F. W. Wegenast,
Secretary, Parliamentary Committee.

Stenographic Report of Proceedings

Continued

Mr. Tindall: Gentlemen, it gives me much pleasure to move the adoption of this report, and in doing so I would like to say to you that the Committee is extremely indebted for the careful work of our Legal Secretary, Mr. Wegenast. I don't think there is anyone who could have gone into these different matters with greater care than he has displayed. All legislation of every type has been brought before us in concrete shape so that we could easily deal with it, form our conclusions and deal with those conclusions in a proper way. That has been of immense benefit to us, and these matters could never have been dealt with in the thorough way they have been dealt with had we not had the necessary information put before us in the shape it is; consequently, I cannot speak too highly of the work of our expert in that connection.

Mr. Phillips: I take pleasure in seconding the motion, but I would draw your attention to a word in the fourth line of the second paragraph on page 55, under the heading of "Quebec Legislation." While the word is "persecution" I think it should be "prosecution," and I would suggest that it be changed.

The President: Gentlemen, this report is now open for discussion.

Mr. Hobson: Mr. President, has anything been done with regard to the labor question? Is a committee to be appointed to consider this matter? It is a very important one to every manufacturer of Canada. It is not only important to the manufacturer, but the heavy gathering of our harvest in the North-west this year calls for some fifty or sixty thousand men, and not nearly that number was available. If labor conditions were better in the East I believe the manufacturers could arrange to co-operate with the farmers in the West by soliciting some of their men to go out to assist in harvesting that crop and by telling them their places would be there for them when they came back. It would create a very good spirit between the farmers of the West and the manufacturers of the East. I think the labor organizations are pretty nearly as much interested in this as we are. The more manufacturers there are the more work there is for the workmen. I think something should be done to get the Government and farmers, the laboring classes and the manufacturers together to see if something cannot be done to amend the regulations as they now exist.

Mr. Booth: Mr. Chairman, regarding the labor question, we do not very often, in the business I am in, make any complaints, but there is a sense in which immigrants are not allowed to come in and that a manufacturer is not allowed to bring in alien labor. I am speaking especially with reference to the United States. But an American contractor can come over here and take a contract and can ship in what material he likes at almost any rate of duty he likes; he can send his men over here, maybe 15, 20 or 100, and they pay nothing for coming in, and there is no action taken against him provided he does not come under the Alien Labor Law. I don't think that it is fair. (Hear, hear.)

The President: This is a very important matter. I would be very glad to hear from any other members, and if some remedy can be applied to this matter I think we should try in some way to bring it about; possibly a committee might be appointed to take the matter up directly with the Government.

Labor Committee's Work.

Mr. Gourlay: I would just remind the Association of the motion by Mr. Rowley yesterday; a Labor Committee was appointed to deal with the situation as outlined so fully and satisfactorily by Mr. Hobson, and I would like to make the suggestion, if it meets with the approval of the Convention, that Mr. Hobson's name be added to that Committee.

The President: Does that meet with your approval, gentlemen? (Consent was given to add Mr. Hobson's name to the Committee.)

Mr. Shapley: Mr. Chairman, on page 55 of this report the paragraph appears: "We believe that an increased assessment upon unimproved lands would go far towards making up any deficiency arising from the abolition of the business tax." I would like to know what the Committee would propose to put in place of the business tax? How would they expect to raise the amount of money that is necessary to carry on public works? It seems to me in this connection that the tax on manufacturers is out of proportion to the tax on other business. If our Association could induce the Government to change the rates from 60 per cent., to about 50 or 40, which I think is more in proportion, it would be a move in the right direction.

Mr. Tindall: I would like to say in answer to the last speaker that the Committee went into that matter and the deeper we got into it the more difficulties we found. With the time at our disposal we could hardly suggest any alternative course. But we found out something which led us to

suggest the abolition of the tax. We found, taking the City of Toronto and geting actual statistics in existence there, and taking the amount of revenue raised from the business tax in Toronto, that if an adequate tax were put on unimproved lands held there, it would produce a revenue in excess of our revenue now coming from the business tax. Any of us who live in the city and have had experience with city lands know the situation. You find a man who keeps a whole block of property absolutely unimproved, who does nothing at all; his neighbors all around him improve their property in every shape and form while he quietly sits down and perhaps doubles his money in four or five years, and that man pays no additional tax for the benefit he gets. He takes the whole of that benefit for himself. If some system were established which would provide an adequate tax, that would take care of your whole business tax. The figures show that such would be the case in Toronto, and I have no doubt that the same condition exists in most of the other large centres throughout the Province.

Why the Difference?

Mr. Shapley: If I am informed correctly, I think the coal man's business tax is 30, the manufacturer pays 60. Why should the manufacturer pay 60 and the coal man get off with 30? The latter can carry on his business in old sheds and buildings that don't cost very much, while the manufacturer puts up a first class business place and is taxed 60 per cent.

Mr. Tindall: Mr. Chairman, that very question came up. I was one of the men who were privileged to go before the Committee of the Legislature when the business tax came up. The opposition came largely from the rural constituencies. They contended that the manufacturer should pay. This 60 per cent. was largely a matter of compromise. The original Bill provided for a tax of 50 per cent on buildings and lands. The Ontario Legislative Committee absolutely refused to allow this Bill to go through, and the matter was largely a matter of compromise as doing the best that could be done at that time to get the Bill through. It was passed on this compromise of 60 per cent. and the Chairman of that Committee at the time said: "Well, gentlemen, pass it and we will see how it works throughout so many years"; and you see how it works. The more we discussed the matter in Committee, the more difficult and the more complex it became, and we think the best thing would be to do away with that tax and substitute for it the tax on this unimproved land.

Mr. McCullough: Mr. Booth's recommendation in regard to American architects and contractors coming into Canada and bringing their laborers with them, will receive the consideration of this Association, and some remedy, if possible, found to meet this condition that exists.

Mr. Shaw: Mr. President, in regard to this business tax, I would like to bring forward the view that it is inequitable and unjust for this reason, the tax is a municipal tax for the benefit of the community in which the industry is situated. Take the illustration of the gentleman who has just spoken about the coal yard. That coal merchant pays 30 per cent., as he says, on the value of his land and buildings; that is, on the value of the land and buildings, plus 30 per cent., but he does his business and sells his product in the municipality. A great many of us manufacturers do not do any business in the municipality; our whole product is sold outside of the municipality, so that a business tax on us for the municipality is eminently unjust, unfair, and inequitable.

Good Time Now.

Mr. Gourlay: Might I say that the time is opportune for an attempt to have an increased tax placed on unimproved property. With the growth in our population our urban centres are growing rapidly throughout almost the entire Dominion; whether the urban centres are large or small they are showing signs of growth, and the change taking place at the present time when things are prosperous would probably enable us to get on a basis which would make the future safe whether the times are prosperous or otherwise. Take the City of Toronto, the increase in taxation in the matter of assessable property between 1910 and 1911 was so great that the increased tax on that alone would have entirely paid (the assesment on the property) this business tax. The increase in the value of taxable property in the City of Toronto, by reason of its increase in population, was so great we could have wiped out the business tax completely and had the same amount of taxes as the year before. Even if we do not accomplish all we desire, if we can establish the principle that taxation should be greater on unimproved property than upon improved property, it will be a step in the right direction. That does not affect the farmers because the farmers' property that is used for farming is improved property. If we can get that basis established as the basis for dealing with this assessment matter we have made great progress looking towards a reasonable and sane solution of the whole difficulty.

Mr. Hobson: The question of taxing unimproved property will materially help labor. Large blocks of land are now held for speculative purposes at such a high rate that the laboring man canot buy a lot at anywhere near a reasonable price. If that property were taxed and the owners were forced to improve it you would find there would be a great many more houses being put up and the workingman would receive the benefit.

Mr. Henderson: I might draw attention to the last clause of that paragraph: "We believe that an increased assessment upon unimproved lands would go far towards making up any deficiency arising from the abolition of the business tax." We went through all these details. We didn't want to come down to anything very definite because it was a very difficult matter, but I don't think there was any subject brought before any committee which received greater consideration than this did, but there is only one point in connection with this that did not come up. I don't know what it is in other Provinces but I do know in Ontario that it is a case of taxation without representation. The manufacturing concerns are taxed as a rule more than anybody else, and yet they have no vote at all as a corporation in connection with the expenditure of moneys. A money by-law can come up, in Toronto for instance, and the manufacturers, as corporations cannot vote at all; but any individual, regardless of what he is or what he thinks, has a vote on the by-law if he has a piece of property. The Parliamentary Committee ought to bring this before the Province of Ontario and the other Provinces.

Companies Vote in Quebec.

Mr. Phillips: We have it in Quebec.

Mr. Henderson: I think an effort ought to be made to allow manufacturing concerns to have a vote as corporations.

Mr. Waugh: Mr. Chairman, regarding the comparison of the coal yard with the manufacturing business, the business tax is here to stay, and it is pretty hard to relieve the situation, but just notice the injustice of the present tax as we have it. You take the coal yard, what does it employ? Generally a few carters who represent unskilled labor. They do not require many men for the undertaking, and the community is only benefited in that proportion. Take the manufacturing establishment in a community, in a municipality. It means skilled labor, it means that there will be a large community requiring houses for the families employed. Surely a community or municipality is very much more benefited by that than by the establishment of a coal yard. It seems strange

that if the business tax is imposed that one should get off with 30 per cent. while the other should be taxed 60. Take a hotel, I think it is 25 per cent. they pay. We will all admit that probably the hotel business is the most profitable business of any in the community, at least it has been, and why should the distinction be made? I have asked that question from the persons who framed the Bill. The explanation given was that hotels were generally assessed higher than other property on account of being a profitable business and therefore their assessment or their value was larger, and therefore they reduced the percentage. That didn't appeal to me as a fair reason. I also think that those businesses are unjustly divided. Because the manufacturer has to pay 60 per cent., makes it all the more difficult for him to succeed in his business. Besides, we find that it is hard for the assessor to get over the idea that machinery should not be assessed. He takes the building and ground, and it is very hard for him to separate the value of that property because he will include that machinery as he did before. Consequently, business men in the manufacturing business have had a hard row to hoe as compared with other businesses which are assesesd less. The business tax having been established, I think we will find great difficulty in getting municipalities to agree to have it removed, and it would appear to me that the best line for us to carry out would be the one of trying to get a more equitable arrangement than we have at present.

Doubt About This Bill.

Mr. McNaught: I don't want to discuss this question, but I would like to correct Mr. Henderson in regard to one matter, and that is he says in the Province of Ontario the companies have not a right to vote on money by-laws. I say, yes, because I introduced the Bill myself and it was passed.

Mr. Tindall: I would like, Mr. Chairman, with your permission, to have the Legal Secretary answer that question.

Mr. Wegenast: Mr. Chairman, with regard to the power of corporations to vote in municipal elections, the situation is this. There was a Bill brought in the Ontario Legislature and at the second reading it was referred to a committee, some two or three years ago, but it never emerged from that committee. The result is this remarkable situation: In Quebec the Quebec branch of our Association succeeded in getting an amendment to the Charter of the City of Montreal allowing corporations to vote, on the argument that in Ontario they had the vote.

Mr. McNaught: I want to correct Mr. Wegenast. The Bill did emerge from the Committee and was incorporated in the statutes and is there to-day. I am only quoting the Provincial Secretary for that because I believe it is correct.

Mr. Wegenast: I went very carefully into that and I would like, with all deference, to correct Mr. McNaught. Mr. McNaught, I think, brought in the Bill and I find on the records of the Parliamentary Committee a minute saying that the Bill had passed, but after considerable search and discussion of the matter with the Law Department of the Ontario Legislature I found out definitely that the Bill had not passed as a matter of fact and it does not appear on the statutes.

The Secretary: I think the explanation of the apparent difference of opinion here lies in the fact that the Judicial Committee of the Legislature assented to the Bill but agreed that its effective date should be the appearance of the Revised Statutes, or that it should be made effective simultaneously with the revision of the Ontario Statutes. Now, the Revised Statutes have not yet made their appearance.

Mr. Henderson: I stand corrected. Now that Mr. McNaught sees that his own child has not been exhibited to the world I am perfectly sure he will take steps to see that it is.

Mr. McNaught: It is there all right.

Patent Publication.

Mr. Edmonds: Mr. Chairman, Clause "2" I think is rather misleading, that is, the second sentence in Clause "2" under the heading "Patent Office returns" on page 52. It says "This is practically accounted for by the fact that we do not print our patents, and are therefore unable to give those that do a *quid pro quo*." etc. Perhaps the Committee is not aware, but the Department issues a book monthly containing reports in regard to patents and also illustrations, I don't know whether of every one, but I know of most of them, of the patents. Now, if the Committee knew that, I think they should modify that statement in some way so that it would not be misleading as it is there.

The President: I think our Secretary can explain that matter.

The Secretary: The explanation of that is, the Committee did not overlook the fact that the Patent Office publishes what is called the Patent Office *Record*, but the Patent Office *Record* is only a very much condensed and summarized statement of the patent itself, whereas a patent will probably require the filing and printing of several plans and specifications. The record that is published in the Patent Office *Record* is a very very abbreviated one and quite inadequate for the purpose of enabling other countries to check and test the originality of the patent that may be based on a similar principle. It all hinges on the word "print." In other words, the printing of the patent means the printing of the patent separately as a separate document. Here we abbreviate them and put them all in one Patent Office *Record* which gives a certain amount of general information but not specific information as to any one patent to determine the whole question of originality.

Mr. Edmonds: I think that clause should state that.

Mr. Parsons: If any representations are made on behalf of this Association in connection with the inequalities of assessment I think one point should be included that is not referred to in the report, and that is in connection with the assessment of income. For instance, if John Smith and John Jones are in partnership, doing a regular partnership business, neither of those partners is assessed in connection with income tax; if the same gentlemen, John Smith and John Jones, incorporate their business then they both of them pay an income tax as well as the regular business tax. That is an inequality which I don't think has received the attention that it should and which is so manifestly unfair that I think it should be dealt with. Therefore I would like to refer that particular item to the Committee that will have charge of any report on inequalities generally of the Assessment Act.

Farmers Killed It.

Mr. McNaught: That has been brought to the attention of this Association for several years, and on the request of the Association a Bill was introduced at two or three sessions and it was always voted down by the farmers. However, I think the principle is absolutely right, and I don't think a joint-stock company should be handicapped in that way; I think it is absolutely unfair.

Mr. Saunders: Mr. Chairman, we are getting some very valuable information in regard to this report. Do I understand that this report is to be adopted or that it be referred back to the Committee for further enlargement? I think perhaps it would affect a Bill of any kind going through in this way. Would it not be well in some way to refer this back to the Committee for enlargement and take up the suggestions offered by the delegates present.

The President: I don't think anything has come up that conflicts with anything in the report, and of course it is impossible for a report to take up space enough to go into all those matters.

Mr. Booth: I suppose all these suggestions will be printed and the Committee will have them before them and can take advantage of them.

The question was called for.

The President put the motion to adopt the report of the Parliamentary Committee, which, on a vote having been taken, was declared carried.

The President: I am very glad to have these discussions; I am sure it will give a great deal of information to the incoming Committee and no doubt many of the suggestions brought out here will be acted on by the incoming Committee.

Dr. Archibald Blue, Chief Officer of the Census and Statistics of Canada, has kindly consented to read a paper before this Association. I will now ask Dr. Blue to come to the platform.

Dr. Blue was received with applause, and said:

Mr. President and gentlemen of the Convention, I want to disabuse your minds on the subject of the tables of this paper which are somewhat formidable. The tables are my documents or proofs and they can be followed best with the eye. I shall not read them.

Dr. Blue then read the paper which appears elsewhere in this issue.

Discussion on Dr. Blue's Report

Mr. Shaw: Mr. President, might I be permitted to ask Dr. Blue a question. It is for him to decide whether he should answer it or not. We know that one at least of the large transportation companies of the country conducts a manufacturing establishment of very large proportions in Montreal. I would like to ask him whether the products of that factory are included with the manufactures of this country? I am speaking of the Angus Shops in Montreal.

Dr. Blue: Yes, I think it is included, and I think it is one of the very largest.

Mr. Firstbrook: Mr. President, may I have the honor of proposing the thanks of this audience to Dr. Blue for his very able and illuminating address. I am sure we are all proud of the head of this Department in connection with the public works of Canada, and I am sure the ability he has brought to bear on his labors there calls for the appreciation and thanks of the manufacturers. I have pleasure in moving to Dr. Blue our great appreciation and thanks to him for his address this morning.

Mr. McKinnon: May I have the honor of seconding that motion. I think we have listened with a great deal of pleasure this morning to his address, in which we have all been intensely interested. We will take the printed copy of the address home with us and preserve it for future reference. I think we are deeply indebted indeed to Dr. Blue for this great address.

Mr. Harris: Read the last clause and throw out your chest.

Thanks Dr. Blue.

The President: Dr. Blue, I have very great pleasure in presenting you with the thanks of this Association for the very important document which you have just placed in our hands. This is of immense value to the manufacturers of our Association. I have had it said to me a number of times of late that the manufacturers of Canada were not progressive, that they were not as alive to the growth and demands of this country as the merchants and others. This I think will show them they are wrong; that our progress in manufacturing is great, and probably it will be shown in the next period that our progress is even greater than it was in the past.

Dr. Blue: Mr. President and gentlemen, I thank you very cordially for this hearty vote of thanks. It is hardly deserved. You are the men who are entitled to the credit, you are the men who have been making the great progress. My simple duty has been to record what you have done and I hope and am sure, Mr. President, that in the next ten years our progress will be much greater than in the past ten years. I am confident of that. I have great confidence in the whole of Canada. I am myself a Canadian first and last. I was born in the woods of Canada and I have grown up among the people and I esteem them more highly than the people of any other country on the earth. I thank you very cordially and I hope we shall all live to hear much greater and better news at the end of this decade of ten years on which we are now entering. (Applause.)

Mr. Edmonds: Will you permit me, Mr. President, to ask Dr. Blue a question in regard to the exports of manufactured goods. The trade and navigation returns give the exports of manufactured goods at about $37,000,000, I think last year $35,000,000. Now, the *Year Book* just published I think by Dr. Blue's department, always has a great difference between the figures given in the trade and navigation returns and the report issued by the Trade and Commerce Department. Now, I know they have a different basis on which to estimate exports, and if it is not asking too much I would like to know which we can take as the better authority, because the difference is so great, a difference of over $100,000,000.

Different Basis of Reckoning.

Dr. Blue: Mr. President, I have explained the basis of my report. In the Trade and Navigation tables, for instance, flour and other mill products are classed as agricultural products; lumber products are classed as products of the forest. In this statement, just the same as in the statement in the *Year Book*, I have made a statement of what I believe are the true manufactures of the country and they include the products of the mills—of the flour and grist mills, and of the lumber mills and some others. I have in this statement as well as in the *Year Book* explained definitely what I meant by the difference. I think I am right.

The President: The Secretary I think has a couple of letters to read to us.

The Secretary: Before the presentation of the report which is to follow, namely that on Workmen's Compensation, I have a couple of communications to read bearing upon it, the first is from Mr. Edward Gurney, dated September 19th, 1912, the other is in the form of a telegram from C. W. I. Woodland, Toronto, as Chairman of the Casualty Underwriters Workmen's Compensation Committee.

Mr. Gurney suggested that the report of the Workmen's Compensation Committee be referred back to the Committee, and that a meeting be called in Toronto later to consider it thoroughly.

Mr. Woodland asked that the Association defer action until the Committee could confer with the Casualty Underwriters' Association.

The President: We will now have the report of the Workmen's Compensation Committee of which Mr. Firstbrook is the Chairman, and with your permission I will ask the Vice-President, Mr. Gourlay, to take the chair, as I have an important committee to attend.

The Vice-President in the Chair.

Mr. Phillips: Under the circumstances would it not be as well, as we have it here in print, that the report be taken as read and referred back to the Committee, and it will save us time. Of course, I am not an Ontario man, but that is my suggestion.

An Important Report.

Mr. Gourlay: Might I say in reply to Mr. Phillips' question, that last year this matter came up before the Convention; and a strong committee was appointed to deal with it; they have met, having spent perhaps nearly two years in preparing their case, and they have laid that case before the Commission appointed to enquire into this matter, and they are now making their report to the Convention of their work, and I think we would be doing what would be unjust to the Association if that report is not presented. It is the finding of a very important committee that has spent some two years in investigation, employing expert advice available not only here but in other parts of the world, and finding, even though it may meet with antagonism from interested parties, or finding it may not even meet with the approval of every member of the Association, it is a report we must receive and act on. We must recognize we are face to face, in Ontario at all events and I think throughout the Dominion, with a change in the situation regarding compensation to those who meet with injury in industrial enterprises. Hitherto, they have got a minimum amount of money for the large amount which we have paid, and we are face to face with the industrial situation where it is the desire of the manufacturers to give every man who is injured—I think I am safe in saying that for every manufacturer, even though we may differ with this report—that every employee who meets with an accident, whether it be his own fault or otherwise, shall receive the fullest possible value in the matter of compensation that is commensurate with the law of the land and with the sane and safe policy for all people, and therefore I think this report should be read.

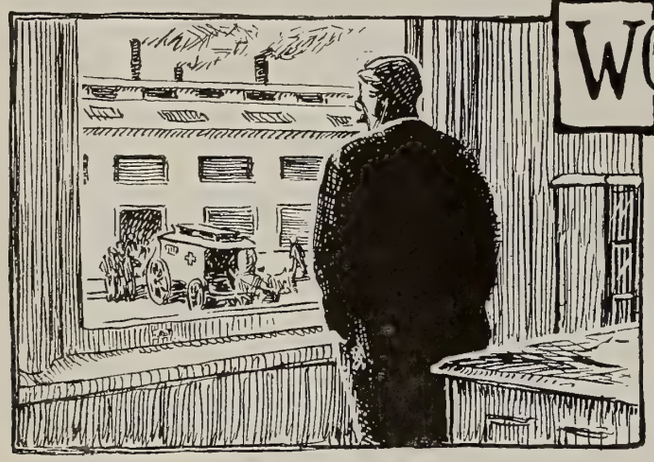
Before the Commission.

Mr. Firstbrook: Mr. Chairman, you have in your hands a report of the labors of this Committee, of everything that has taken place officially in connection with the report which is to be presented by the Committee to-day, so that if you will read this carefully you will get all the information that has been before the members of the Committee and before the Commissioner, and the expert knowledge and information that has been given by the experts that have appeared before Sir William Meredith. I have pleasure in presenting this report. I may say my principal work in connection with this Committee was accomplished at the first meeting when I proposed the name of Mr. P. W. Ellis as Chairman, and after a good deal of manoeuvring to find out how he could possibly get the time to undertake the duties he at last consented to take the Chairmanship of the Committee. I am sorry Mr. Ellis is not with us to-day. I am sure it is our loss, and he regrets very much his inability to meet with you.

(Mr. Firstbrook then read the report of the Workmen's Compensation Committee.



CANADIAN FARMER: "Drop it, young fellow! Those are my bees."



WORKMEN'S COMPENSATION COMMITTEE

THIS Committee was appointed at the last Annual Meeting under a resolution reading in part as follows:—

"Resolved, That the conservation of industrial efficiency by organized and systematic means for the protection of life and health of wage-workers and compensation for the results of industrial accidents is a matter which demands the careful attention of this Association.

"That in view of the imminence of legislation upon the subject in some of the provinces, this Association ought to undertake a thorough investigation of the whole subject of accident prevention and relief, with a view to formulating a broad general policy for future activities.

"That recognizing the futility of repeating the experiments of other countries and possibility of profiting by the failures and successes of legislation of other jurisdictions, we urge upon those in authority that, without permitting any undue or unreasonable delay, any future legislation should be undertaken only after the most thorough investigation of the whole subject from all standpoints.

"That a Committee be appointed to investigate the subject on behalf of this Association, and that this Committee be authorized, under the direction of the Executive Council, to take such steps as may be deemed advisable to present the views of the Association as occasion may arise during the coming year to any legislative or other bodies dealing with the question."

In view of the appointment of Sir William Meredith as Commissioner for the Ontario Government to investigate and report upon the subject, it was necessary for the Committee to act promptly, and immediately after the annual meeting the consideration of the whole subject was taken up in accordance with the terms and spirit of the above resolution. The task has been of such a nature that the members of the Committee have at times felt very keenly the weight of the responsibility thrown upon them. The complexity of the subject and its many-sided bearings, as well as the technical nature of some of its vital features, rendered it impracticable that the individual members of the Association or even the Executive Council should follow to any extent our investigations, and because of this fact the responsibility which the Committee assumed was all the more onerous. The Committee moreover found reason to believe at an early stage in their work that the views presented on behalf of the Association were likely to be a very large factor in determining the form of legislation to be adopted. As the Association represents over two-thirds of the total factory pay-roll of the Province, it was anticipated that its representations would be given due weight, but your Committee take some pride in the belief that the care and thoroughness which we have endeavored to bring to bear upon the subject has to no small degree enhanced the importance of the Association's position. In addition to this, the attitude of the Association appears to have gained, to some extent at least, the confidence of the labor organizations, and it is a matter of considerable satisfaction to your Committee to report that the divergencies between the views of the labor representatives and those presented on behalf of the Association were reduced to a minimum, and that in most of the vital features of the subject practical unanimity has been secured. It is gratifying also that the position of the Association is almost uniformly supported by other bodies representing employers throughout the province. The immediate result of the concurrence amongst the various interests is indicated by the following quotation from the interim report of the Ontario Commissioner:—

"There being practically unanimity on the part of the employers and the employed as to these two main principles, it would seem to follow that it is reasonable that they should form the basis for provincial legislation, and as at present advised I shall be prepared to recommend a plan such as is proposed if, after thorough inquiry and examination, I am satisfied that it is economically sound and workable."

The reception of this report by the Legislature and the consequent proceedings give every reason to anticipate that the proposition made on behalf of the Association will in substantial entirety be incorporated in legislation.

Some of the lines of the Association's policy in the matter of workmen's compensation had been discussed and laid down in previous annual reports. Your Committee, however, deemed it their duty to take nothing for granted, but to enter upon a full investigation without any pre-disposition or bias. With this in view, an effort has been made to cover everything of value upon the subject that could be obtained on this continent and in Europe. A very large amount of information and material was collected and digested by the Legal Department, and this was laid before the Committee and considered. Circulars were sent to the members of the Association in every province asking for their experience and views in regard to different phases of the subject. Correspondence was entered into with Commissions and officials in other countries and personal investigation made by the Secretary of the Committee into the operation of the systems in several of the American States.

In our investigations we believe that no important phase of the subject has been overlooked or omitted from careful consideration—the defects in the older laws, the various remedies that have been suggested or tried, the adaptability of these remedies to conditions in this country, the relation of the various systems to the prevention of accidents, the probable cost, the question of what occupations should be included, the question of rendering compensation certain, the various form of insurance, the effect upon existing insurance companies, the proper actuarial system, methods of adjustment and adjudication, methods of collection and disbursements of insurance premiums, the scale of benefits, the question of contribution from workmen, the constitution of an administrative body, the effect of a system of compensation on the relation of employers and labor organizations, the effect upon this Association, the effects upon the general community as well as various theoretical, legal and economic considerations have all been discussed and deliberately dealt with.

A comprehensive statement of the Committee's findings and recommendations was drawn up and submitted to the Executive Council at the December meeting. This statement was unanimously adopted by the Council and was made the basis of an exhaustive brief prepared by Mr. Wegenast and submitted to the Commissioner. The brief was supported by argument and has been the basis of discussions before the Commissioner. A number of expert authorities were also brought before the Commissioner at the Association's expense. The result has been that this whole complex subject has been more carefully and exhaustively discussed before the Ontario Commissioner than it has been perhaps on any corresponding occasion in any other country in the world. Your Committee believe that their proposals and recommendations represent and embody the best results of expert consideration as well as of the accumulated experience of other jurisdictions.

It would be impossible in the space of this report to discuss the details of the proposed plan or the many reasons your Committee had for recommending its adoption. Of the latter we desire to mention two: First, we are convinced that the proposed system will be most direct and effective in its operation in the matter of prevention of accidents; second, we are convinced that its cost will be very much lighter than that of any other system giving corresponding benefits to workmen. In general it must suffice to say that from almost every standpoint the proposed system promises to prove superior to any system now operating in any portion of the British Empire, and if adopted by the Province of Ontario will, we believe, be largely influential in determining the character of future legislation in the other provinces.

Briefly, the proposal of the Association is a system of compulsory mutual insurance under the administration of a Government Commission. The different employing industries are to be grouped and a rate assessed upon each group sufficient to meet the cost of compensating accidents occurring in that group, with appropriate variations, where necessary, in the rates charged to different members of the same group. Thus, for instance, all manufacturers of furniture would constitute one group and the cost of compensation for accidents occurring in the furniture industry assessed upon the members of the group by a premium rate upon the pay-roll. Litigation is to be entirely eliminated, the adjustment of claims for compensation being taken entirely out of the hands of the courts and placed under the administration of the Commission.

Copies of the interim report of the Ontario Commissioner, containing an outline of the Association's proposal and a full report of the proceedings before the Commissoner, can be obtained from the Government printer for Ontario or through any of the members of the local Legislature. We would recommend all our members who are interested in the subject to secure a copy of the report. We suggest also that our members in Ontario make it a point to communicate with their representative in the Legislature in support of the Association's position.

From a comparison of the statistics and rates in other jurisdictions we estimate that under a scale of compensation on the basis of one-half the diminution of earning capacity the average rate of insurance premiums will, under our proposed plan, probably not be materially higher for the first five years than the present rates of employers' liability insurance. Ultimately of course the rates will be much higher, but they will never reach the level of the rates that would necessarily be imposed by liability companies immediately if a system such as that, for instance, in Great Britain and some of the other provinces of Canada were adopted. After careful study we estimate that our proposed plan will mean an aggregate saving of from one to three million dollars annually to our members in the Province of Ontario over any system of private insurance giving corresponding benefits.

While we are confident that the members of the Association would have supported us in recommending the system most beneficial to our employees and most effective in preventing accidents if the cost had been greater than that of a system less effective in attaining these objects, it is very gratifying to your Committee to find that the pecuniary interest of employers lies in the same path as other objects which must be deemed of equal or greater importance.

The only important feature in which there is any serious divergence between our proposals and the views expressed by the representatives of the labor organizations is upon the question of contribution by workmen to the cost of insurance under the proposed system. Statistics from various sources show that less than twenty per cent. of accidents are due to the fault of employers, approximately fifty per cent. are due to hazards inherent in the occupation, and from twenty-five to thirty per cent. of accidents are due solely to the fault of the workingman. In view of the proposal to compensate in all cases regardless of fault there can be no question as to the justice of our contention that a portion, say twenty-five per cent., of the cost of the insurance should be borne by the workingmen. The question as to the form in which this contribution should be made, whether by a deduction from wages or by a reduction of the scale of benefits or through the agency of a separate fund covering compensation and first aid expenses, is a matter of detail which we believe can be adjusted to the satisfaction of all parties, but the general principle that there should be contribution in some form is one which your Committee feel must be maintained. Apart altogether from considerations of justice and self-respect on the part of the workingman we believe that it is impossible to attain the highest degree of care in the matter of the prevention of accidents if the workmen are not pecuniarily interested.

It is anticipated that the adoption of the proposed system will involve new and increased activities and responsibilities on the part of this Association and its officials. It is altogether possible that the Association will be called upon to take an active part in the organization of a system of voluntary associations corresponding in each case to the groups into which the different industries are divided for insurance purposes. It is expected that such organizations will be formed primarily for the purpose of promoting safety by making rules, appointing expert inspectors, and engaging in such other activities as are found in the interest of accident prevention. The Association will also probably be called upon to act in a representative capacity for different classes of manufacturers in the adjustment of insurance rates and other matters in connection with the operation of the system. The effect of this on the Association's position and influence as well as its capacity for usefulness to its members cannot be readily estimated. The work in this subject has necessitated the employment of an assistant to the Legal Secretary and it will probably be necessary during the coming year to employ expert assistance for the purpose of dealing with certain features.

Some very difficult problems remain to be dealt with. The Association's representative has been asked to submit to the Commissioner a draft scheme of classification of industries and a draft of the proposed schedule of benefits. This will involve very careful consideration and extensive inquiries amongst our members and other employing interests as well as expert actuarial treatment. Whatever plan is approved by the Government Commissioner the Association's interests must be looked after when the measure is taken up by the Legislature. If the Committee's work has met with your

approval we would ask that the Committee be re-appointed with authority to deal with these matters, and with any other instructions which the Association may desire the Committee to observe.

All of which is respectfully submitted.

G. M. Murray,
General Secretary.

P. W. Ellis,
Chairman.

F. W. Wegenast,
Secretary Workmen's Compensation Committee.

Stenographic Report of Proceedings

Continued

Mr. Firstbrook (continuing after reading report)—The Committee are anxious to get every view possible, not only from the experiences of other people but the experience of our own individual members and the experience of manufacturers from every part of Ontario, but we cannot stop the work because the report of the Commissioner will be presented and we hope it will not be to our disadvantage.

Mr. Chairman, after the reading, printing and circulating of this very exhaustive report, I think it gives you information on every detail that the Committee has had before it during the past year, and after the matter having been presented and adopted by the Executive Council unanimously I think it is unnecessary for me to make any further comment but simply to move the adoption of this report, which I have pleasure in doing.

Careful Compilation.

Mr. Tindall: Mr. Chairman and gentlemen, I have much pleasure in seconding the adoption of the report, and in doing so I would like to make a few remarks. In the first place I would like to refer to the telegram and letters that are now before you with such instructions as you may care to give. This question is a question that was before or is intended to be brought before the Legislature of Ontario. That Legislature appointed a Commisisoner to go into the whole matter. The Manufacturers' Association, as well as other Associations and other parties interested in the question were requested by public notice and advertisement to appear before that Commission and give such evidence as they cared to give, and to give him all the information possible as to the situation and how the matter could be possibly and well dealt with by the Legislature in the best interests of the Province, in the best interests of the workingmen and in the best interests of the manufacturer. Your Association appointed this Committee and a great deal of care was taken in its selection, and every man was expected to give his time and attention, as far as it was possible, to that work. We have, as I said before, when speaking to you with reference to the report of the Parliamentary Committee, the very able assistance of a legal secretary who has the ability to dig very carefully into facts and to present these facts in concrete shape so that the Committee could deal intelligently and carefully with them, taking nothing for granted. Everything placed before us was placed on clear and definite evidence. Not only so, but he personally visited Washington, and other places in the United States where these and similar Acts were being tried. He did not base his conclusions on hearsay evidence. He went on a personal investigation, saw the Commissioners in those places where the Act was being administered, found out what their difficulties were and presented them to the Committee, found out how the manufacturers viewed the Act, how they were working out and what the practical difficulties were. Your Committee had all these facts, and further than that this Association and your Committee went to the expense of bringing two of the very best experts from the United States to appear before Sir William Meredith to give their conclusions and facts before him. That was all done, and the greatest tribute I think that could be paid to him and to this Association is that which was paid by the Commissioner in filing his interim report which is before you and which I urge every one of you to read carefully if you would understand that work.

Great Attention and Care.

I venture to say if you read that report you would come to the conclusion that that matter has been given care such as probably no other matter that has come before this Association has been given. These gentlemen who are now complaining had the same opportunity we had; they were asked and invited to go before that Commission. The representative of the very Association who is telegraphing now was before that Commission. I was thereat the time. They had the fullest opportunity to go before the Commissioner, as we had.

This is not a recommendation; we can't stultify ourselves by going back on that report. You gave us authority by the last part of the resolution that was not read, "that a Committee be appointed to investigate the subject on behalf of this Association, and that this Committee be authorized, under the direction of the Executive Council, to take such steps as may be deemed advisable to present the views of this Association as occasion may arise during the coming year to any legislative or other bodies dealing with the question." We did that. We presented our conclusions before the Commissioner. Mr. Wegenast presented, as I told you, a very carefully prepared brief, which is given absolutely verbatim in that copy you have before you. Having done that we cannot do anything else than confirm and adopt this report. To do so would be stultifying ourselves and a lack of dignity on our Association, and our Association cannot stultify itself, and we cannot be placed in the false position of taking any different action than we have taken. In compiling that report the greatest care was taken to give every member of this Association a full opportunity of knowing what we were doing. Circulars were sent to them from time to time going very carefully into what we were doing, but the trouble with some of them is that they did not read these reports, and did not follow the matter up until at the eleventh hour. Sir William Meredith is now in England and Europe confirming the statements given to him by this Association, and will not return until the late fall when the matter will be dealt with. Now, if such further occasion arises that evidence may come that in some way it may be deemed wise that some changes should be made it would be in the power of the incoming Committee to do so when further facts come before them, but this report has got to go as it is.

The Human Side.

Another point of view was that the whole question was gone into purely and simply from the humanitarian point of view; that if a man was injured, even if it was his own fault, what about the wife and children? There is no manufacturer that has the first human instinct who wants to see the wife and children of a man who has probably served a company for five or ten years suffer penalty and loss because of any forgetfulness or carelessness which prevails. It is not the man that suffers, it is the wife and children that suffer. We as men and human beings do not want to be placed in the position that we are going to take advantage of the wife and children of the unfortunate man who suffers because of some of his defects. The only question we are at variance on is the question of the contribution of the workingmen. Should they contribute? We say most decidedly they should. I have spoken to our own workingmen in the companies I represent, representing three different kinds of industries, and

I have gone amongst those men and asked them, and I have never met a self-respecting workingman who didn't say, "Certainly, we would like to contribute to it and want to." I am perfectly well aware that the leaders of organized labor oppose that; they say they should not contribute. They do not give any strong argument, but I say any self-respecting man, when he gets the benefit of this would feel very much better off, in spirit and everything else, when he has contributed some portion. We have not asked in our representations that that contribution should be a large contribution. We ask that it should be a contribution of some kind so that the man gets what he gets with self respect, and that in a large shop that some care is taken. The factor in the working out of this Act afterwards will be largely, as it is in cases of fire and prevention of accidents, it will force the manufacturers to take steps to prevent those accidents, and by prevention to reduce the cost. We have gone very carefully into this and this Act is framed on that so that each year shall bear its own burden. I don't know that I want to take up your time any more. I am simply giving you these observations, that before you decide what to do and what course to take that you shall have the facts before you and what the Committee has done and how they have proceeded with the work that was before them. (Applause.)

Women, Too.

Mr. Gourlay: The matter is now before you. You have heard the motion that this report be received and adopted, the report carrying with it the re-appointment of the present Committee with power to act. Is it your pleasure that we shall vote on this or shall we have any further discussion.

Mr. Harris: On page 63 I think the word "workingmen" should be "employees." It includes women as well.

Mr. Gourlay: The point is well taken.

Mr. Hugman: I don't see any provision made for people who might come into a factory who do not come under this Act. For instance, a customer may come in and go through a factory and may get hurt, and I understand that insurance companies will not take an accident policy, it has got to be separate and that costs a good deal more. Could there not be some way out of it whereby our Committee could look into this and see that there was some provision made so that if a man, who is not one of our own employees, gets hurt, the difficulty would be overcome.

Mr. Shaw: I might just say that we believe as members of the Committee, and we know the Legislature is determined to pass this legislation, and that both the leader of the Opposition and the Government are co-operating in putting on the statute books the very best legislation possible. Mr. Rowell, the leader of the Opposition, called a meeting in our constituency, which he represents, for the purpose of discussing this question with the workingmen of the City of Woodstock. He told Mr. Wegenast and myself he had carefully read the report before he called the meeting and we were both present and heard Mr. Rowell's pronouncement, and it was with pleasure I heard him say, "There is no man within the boundaries of the Dominion of Canada that understands this question with the thoroughness that Mr. Wegenast of the Manufacturers Association does." Also at the conclusion of his meeting he came up to me and said it was a matter of congratulation to him that there was practical unanimity between the representations made by the labor unions and manufacturers, so that I think we may look forward to the matter being very fairly considered by both sides of the House when it comes up in the Legislature.

The question was called for.

Should Contribute Something.

Mr. McCullough: The Commissioner, Sir William Meredith, in his Interim Report, says: "The employers, however, contend that the whole of this burden should not be borne by them, but that the employee should share it, and suggest as a fair contribution by the employees ten per cent. of the amount required to provide for the compensation. This contention is strenuously opposed by the employees, who take the position that the whole burden should be borne by the employers."

As throwing a side light upon this I may say I had a conversation with one of the labor leaders of the Province of Ontario, and a member of the Legislature for the Province, and he contended that the working man or woman should be considered as a part of the machinery of the establishment in which such was engaged. I tried to point out to him that the position was not a very tenable one, that the human being should not be considered as a machine, and that the moral aspect of the question should be carefully considered by the employees, and that if there were to be the most satisfactory conclusion of the whole matter the working man should be a contributor even in a small degree to the general fund in order that his self respect might be in proportion thereto at least; and to show that the labor men are not all of one mind in the matter, in discussing with Mr. Wegenast and other gentlemen at the meeting held at Hamilton by Sir William Meredith, we got a group together afterwards, and it required, I believe, but little kindly discussion to persuade the workingmen of the importance of the workingmen contributing to this fund in order that it might be their fund as well as the employers' fund, and I do believe it is a matter of education only, and that if the employers of labor throughout the Province will take into their confidence the leaders in the various workshops we would have a volume of opinion most favorable to the acceptance of the principle that the Committee has stood out for from the beginning. That is, that the workingman should contribute in some degree, however small, to this fund, for moral purposes.

The question was again called for.

The President put the motion to adopt the report and reappoint the Committee, which, on a vote having been taken, was declared carried unanimously.

The President: This, gentlemen, closes the morning session.

The meeting adjourned to meet at 2.15 p.m.

AFTERNOON SESSION

WEDNESDAY.

At 2.30 p.m. the President called the meeting to order and called upon Mr. Parsons to read the report of the Railway and Transportation Committee.

Mr. Parsons: Mr. Chairman, the report of the Railway and Transportation Committee is rather long, necessarily so, and I hope you won't be wearied with it.

The President: With your permission, in view of the fact that we want Dr. Robertson to be here at the best time, would it not be better to take this report up by sections and pass it as we go along, and then we can stop anywhere. (Voices: Yes.)

Mr. Parsons: I was going to remark also that if you care to discuss any section of the report or have any remarks to make upon it it would be a good time just after such section is read, and Mr. Walsh, the manager of the Transportation Department is here and will be able to give you any figures or speak particularly upon any technical point.

Mr. Parsons then read the report down to and including freight classification.



YOUR Railway and Transportation Committee has been called upon during the past year to consider many matters which are important to the Association, as the following report indicates. The Department has also been of service to the various sections and individual members of the Association in disposing of some of the many things which were under consideration.

It may here be mentioned that the work of the Transportation Department is increasing so rapidly that your Committee can only undertake to direct in a general way the policy to be pursued in dealing with problems affecting members. A Rate Clerk has been added to the staff, but it is probable that further additions will be necessary before long.

The changes in transportation conditions which are constantly being made compel close supervision, and it is the aim of your Committee that the membership as a whole shall be protected in this respect as far is it is possible to do so. As has been previously announced, it is the practice of the Manager of the Department to attend all sittings of the Board of Railway Commissioners when there are traffic cases to be heard. The list of cases shown in the Report will convey some idea as to the time this requires. The decisions in practically all of these cases have a bearing on the whole transportation question and are, therefore, of interest to the Association as a whole.

It is a pleasure to report that the Department is on good terms with the railways and other carriers. This is desirable, as differences frequently arise through misunderstanding. Particular attention is called to the report on Freight Classification. Many important changes have been secured. In referring to this important question, it might be well to indicate how changes in classification are dealt with. Applications must be made to the Canadian Freight Association. They may be made direct or through the Department. They are then referred to a Classification Committee, which holds regular meetings four times a year. After this Committee deals with them they are sent on to an Advisory Committee. If they get the approval of the Advisory Committee, they are embodied in a supplement and submitted to the Board of Railway Commissioners. The Railway Commission requires the railways to publish all advances in at least two issues of the *Canada Gazette*, at the same time submitting to the Commission reasons for the advances. The Board, in addition to the above, sends this Association a copy of the supplement with the request that it be advised within a certain time whether or not there are any objections thereto. On receipt of this supplement the Department analyzes it and advises members individually of any changes affecting their interests. Should there be any objections to the changes, the Commission is so advised in the name of the Association and, if a hearing is decided upon, the Manager of the Department appears on behalf of those interested.

In view of the organization which the railways have for handling not only classification but all rate matters, it would only seem proper that the shipping interests should come together in a similar way for the purpose of harmonizing views and opinions and placing them in a concrete form before the proper parties when necessary. Your Committee wishes to make it clear that the Railway Commission is only appealed to when all other means of adjustment have been exhausted.

A word with regard to the Board of Railway Commissioners. The work of that body, it is believed, is being carried on with satisfaction to all concerned. The value of the Board has been mentioned so frequently that it is unnecessary to refer to it.

Your Committee expresses the deepest regret at the death of the late Chairman, the Honourable J. P. Mabee. His removal from the Commission, particularly at this juncture, has been deeply felt, especially by those who have been in touch with his administration as Chairman.

Since his demise, the administration of the Board has been under the direction of the Assistant Chief Commissioner with the same careful consideration that has been given to all questions brought before it. The new Chief Commissioner, Mr. H. L. Drayton, K.C., took charge on the first instant, and will, no doubt, keep up the record for administrative ability made by his predecessors.

The index below covers some of the dffierent subjects which have come before and been dealt with by your Committee during the year:—

A—Allowances from Track Scale Weights—Weighing Carload Traffic.

B—Baggage—Limitation of Size of.
Board of Railway Commissioners.

C—Cartage Service, Freight.
Complaints of Delays in Transit—Congested Condition of Terminals—Car Supply, etc.

D—Demurrage, Average.
Dunnage Allowance.

E—Express Classification—
Section "D"; Charges on Returned Empties; Minimum Charge on Returned Empties; Collection and Delivery Services; Graduated Charges, two or more Companies; Conditions of Carriage.

Express Rates in the United States.

F—Freight Classification—
Rule 2—Mixed Carloads; Applications for Extension and Curtailment of Mixing Privilege. Rule 20—Proposed Regulations in respect to Wooden Covers on Pails, etc; Minimum Charge on Returned Empties; Revision of Carload Minimums; Ratings—Agricultural Implements; Apparatus, heating or ventilating; Automobiles; Bar and Shop Fittings and Furniture of all kinds; Billiard Tables and Supplies; Chemicals, Drugs and Medicines; Cobblers' Outfits; Confectionery; Cooked Cereals; Creamery Machinery; Door and Window Frames, knocked down; Drawn Steel Conduit Boxes with Steel Metal Covers and parts thereof; Fertilizers; Fire Appliances; Flannelette Blankets; Furs, Robes and Skins; Gramophones; Granite and Marble; Grates and Fronts; Grease for lubricating; Grease for soap making; Hardware; Iron Pipe; Iron Pipe, cast fittings and sheet metal covers in fireproof construction; Lime Sulphur

Solution (chemical); Machinery; Macaroni and Vermicelli; Manufactured Furs; Meats (condition of carriage); Mining Cars; Non-metallic Flexible Conduit; Paper Boxes, Canisters and Wrappers; Paper, Strawboard, Corrugated or Indented; Partially Cured Fish; Peanut Butter; Plumbers' Supplies; Pneumatic Tires; Railway Equipment; Roofers Material and Supplies; Smalls, Soda Water Fountains and Fixtures; Spramotors; Steel Armored Conductors; Stoves and Stove Furniture; Tanks of all kinds; Transmission Machinery; Vehicles and Vehicle Parts; Vinegar; Wind Shields, glass.

Freight Rates—

Commodity Tariffs—Automobiles; Threshers and Engines; Pacific Coast; Wire Fencing; Anthracite Coal.
Vancouver Rate Case.
Regina Rate Case.
Rates in the Middle West, Enquiry into.
International Rates.
Joint Rates.
Rates on Lumber from Southern States.

H—Heated Car Service, Less than Carload Shipments.
I—Interswitching.
L—Live Stock Contract.
M—Milling-in-transit.
N—Night Lettergram Service.
P—Packers' Certificate, Government, Insertion of in Bills of Lading.
Parcels Post.
R—Railway Act—Amendments to.
Regulations for Transportation of so-called "Dangerous" Articles other than Explosives.
S—Steamship Service between Atlantic and Pacific Oceans *via* Panama Canal.
Steamship Service between Canada and the Argentine.
Settlement of Claims.
Stop-over Charges on Lumber.
Sunday Train Service, Maritime Provinces.
T—Telegraph Enquiry, Rates and Forms of Contract.
Telephone Service, Miscellaneous.
Telephone Directories.
W—Western Waterways.

The above is only a list of general subjects dealt with. Quite a number of an individual character were disposed of.

The following is a synopsis of the reports of your Committee to the Executive Council on these subjects during the year:—

Allowances from Track Scale Weights for Dunnage, etc.

As reported to the last Convention, the railways undertook to discontinue on and after May 1st, 1911, the allowances from track scale weights made to cover variation in tare of cars caused by the absorption of moisture, accumulation of ice and snow, etc., also for such allowances as are customarily made for blocking, dunnage and temporary racks used in connection with shipments of agricultural implements, machinery, street cars, stoves and vehicles. Objections were taken thereto and the Railway Commission suspended the tariffs pending a hearing. After the Board heard what was to be said for and against the allowances, an order was made postponing the proposed tariffs indefinitely. In the judgment rendered by the Board it was suggested that shippers and carriers hold a conference and that, if the parties could not agree, the Board would undertake to dispose of the matters which those interested were unable to adjust. The matter still stands in about the same position as when the Board rendered this decision, although there have been several meetings with the railways.

The interested shippers offered what was considered a liberal compromise and agreed that the actual weight of dunnage used should be shown on the bill of lading and that if necessary provision be made therefor in the freight classification as follows:—

(*a*) Actual weight of dunnage used to be shown on the bill of lading;
(*b*) In no case shall this allowance effect a decrease in established minimum carload weight for commodity shipped.

At the last conference, which was held on June 26th, the Chairman of the Advisory Committee of the Canadian Freight Association stated that further consideration would be given the matter, and that in any event the Commission would not be advised as to our failure to agree until after they had submitted to the Manager of the Department a copy of what it was proposed to place before the Board.

Since this matter was taken up in Canada the railways in the Official and Western Trunk Line territories have provided for an allowance of the actual weight, but not more than 500 lbs. per car for wooden dunnage, blocking or bracing material used in box, stock, ventilated, insulated or refrigerator cars with carload shipments of freight requiring the use of such dunnage, blocking or bracing material, provided that in no case shall less than the established minimum carload weight be charged, and also provided that shipper must certify on bill of lading the actual weight of material used.

Limitation of Size of Baggage.

Some of the railways filed with the Board of Railway Commissioners tariffs limiting the size of trunks to 45 inches after July 1st, 1912, and after July 1st, 1914, to 40 inches. After these respective dates there was to be an additional charge for each additional inch equal to the charge for 10 pounds excess baggage.

On complaints from interested members, the Association filed a protest with the Commission, resulting in an order suspending these tariffs *sine die*.

Several conferences were held with representatives of the railways and the following agreement reached:—

"Commencing . . . for any piece of baggage of any class (except immigrant baggage checked at port of landing, and whips in canvas or leather cases) the greatest dimension of which exceeds forty-five (45) inches, there will be an additional charge for each additional inch equal to the charge for five (5) pounds of excess baggage."

It will be observed that the size limit has been fixed permanently at 45 inches instead of 45 inches up to July 1st, 1914, and 40 inches thereafter, and that the additional charge for each additional inch will be equal to the charge for five pounds of excess baggage.

Although it was agreed that this regulation should go into effect on the first of July, no action has yet been taken by the carriers in view of the delayed negotiations in contiguous United States territory.

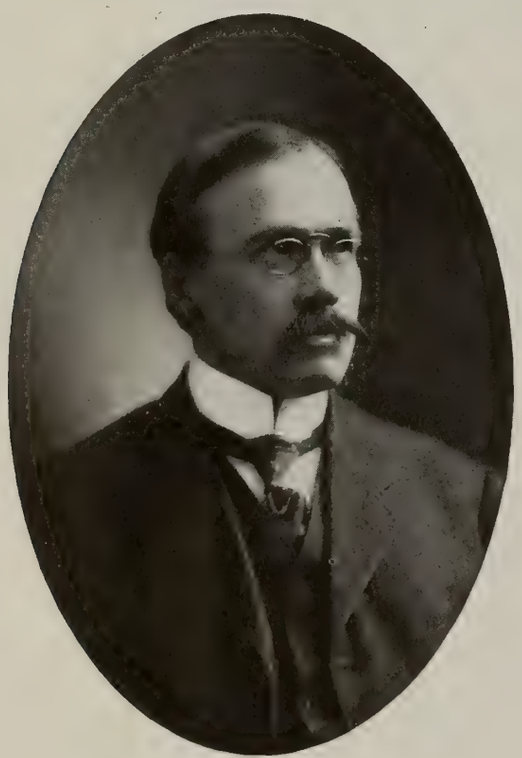
Cartage Service.

This question came before your Committee particularly in connection with the congestion of traffic at Toronto. It was thought that if an extension of the closing time of freight sheds were granted it would relieve the situation. As the railways voluntarily extended the time until 5.30 p.m., no further action was deemed necessary.

The service in general was the subject of complaint to the Board of Railway Commissioners and will be dealt with later on in this report.

Delays to Freight in Transit—Congested Condition of Terminals—Car Supply, etc.

In view of the large number and serious character of the complaints which reached your Committee regarding delays to freight in transit and in delivery after notice of arrival at destination, it was decided to prepare a case for submission to the Board of Railway Commissioners, hoping thereby to bring about some improvement. A circular to members brought forth over 3,000 complaints, chiefly of delays to less than carload shipments. These were tabulated and duly presented to the Commission. Your Committee fully appreciated the fact that some of the poor service during the past winter was due in part to climatic conditions and care was taken to deal only with complaints of delays to shipments made after the winter months. In presenting these complaints to the Board, it was clearly stated that we were not there for the purpose of finding fault with the railways or asking that any penalty be imposed upon them, but rather to



MR. J. E. WALSH
Manager Transportation Department, Canadian Manufacturers Association

petition for relief. The Board started an enquiry at once with the following results:—

It has been found that the complaints are entirely due to the companies' failure to provide the proper facilities for the steadily increasing business of the country and that they are alone responsible for these conditions. Since the matter was taken up by the Board, large appropriations for improvements and new equipments have been passed. It is estimated that there will be 20,000 more cars available this year than last and about 400 more locomotives, with increased terminal facilities, warehouses, etc. They will probably have spent at the close of the season about $4,000,000 on improvements to and enlargements in terminals, etc. This, of course, is entirely separate from the heavy expenditure for new equipment.

As there was every indication of a car shortage this fall, the following circular was sent to all members in the hope that it would assist to some extent in relieving the situation:

"Notwithstanding the fact that the railways are adding materially to their equipment and terminals, the indications are that the car shortage and congestion at terminals is going to be worse this fall than for some years past. This statement is based on the car surplus and shortage figures of the American Railway Association.

"Upon the ability of the railways to move the crops promptly will depend to a great extent the business welfare of the country. Everybody can help by facilitating the movement of any cars he consigns or receives, viz., by loading and unloading as expeditiously as possible. Every time the loading or unloading of a car is needlessly delayed the available supply of cars is correspondingly reduced. If a shipper by his own act reduces the available supply of cars, he cannot very well complain of a shortage.

Cars are furnished for transportation, not for storage, and every one used for storage reduces the number available for transportation.

"The annual crop movement, beginning around October 1st, brings a car shortage lasting about four months; during the balance of the year there is usually a surplus. By moving as much as possible of your freight inwards and outwards within the next few weeks, you will be helping yourself, the railways, and all others concerned."

Whilst some complaints in regard to delays in transit are still being received, they are less frequent, which indicates improvements in the service.

Demurrage—Average Plan.

An application now before the Board of Railway Commissioners for an extension of the Car Service Rules to include what is known as the "Average Plan" has been given serious consideration.

As our rules provide for seventy-two hours' free time on certain commodities, your Committee was not in favor of a change which would tend to take away any of the rights which we have at the present time.

There is much to be said in favor of the average plan, but it carries with it a standard free time of forty-eight hours. This places everyone on the same footing and makes it obligatory, under penalty of $1.00 per day, to have cars loaded and unloaded in that length of time. It increases car efficiency for the shippers as well as the carriers. When a shipper enters into an agreement the charge for detention to cars held for loading or unloading by such shipper or receiver is computed on the basis of the average time of detention to all such cars during each calendar month, as follows:

A credit of one day is allowed for each car released within the first twenty-four hours of free time.

A debit of one day is charged for each twenty-four hours or fraction thereof that a car is detained beyond the first forty-eight hours of free time.

At the end of the calendar month the total number of days credited is deducted from the total number of days debited, and one dollar per day charged for the remainder. If the credits equal or exceed the debits, no charge is made for the detention of the cars.

In no case shall more than five days' credit be applied in cancellation of debits accruing on any one car, making a maximum of seven days that any car may be held free—this to include Sundays and holidays.

A shipper or receiver who elects to take advantage of this debit or credit or average agreement shall not be entitled to cancellation or refund of demurrage charges if delays are caused by weather interference, bunching, etc., or where cars are held for switching orders or reconsignment.

As against the above, the Canadian Car Service Rules allow seventy-two hours' free time for unloading coal, coke and lime, in bulk, and for loading or unloading the following descriptions of lumber, namely, boards, deals and scantlings, and a special allowance is made for payment of Customs. Pro-

vision is also made for weather interference, bunching and other causes.

As the matter is now before the Railway Commission, it will, no doubt, be disposed of at an early date.

It may be mentioned here that car service bureaus are being dispensed with in the United States. As a result the rules are subject to the interpretation of the individual lines. This will undoubtedly give rise to misunderstandings which would not seem to be desirable.

Express Classification.

Section "D."

Generally speaking, there have been very few changes in the express classification. As previously reported, the companies applied to the Railway Commission for an order authorizing them to withdraw and cancel Section "D" of the Classification.

Section "D" is a special tariff which has been in force probably since the companies first began operations, and business conditions have been adjusted in accordance therewith. It applies on printed matter of various kinds and provides for a flat rate of ½ cent per ounce or 8 cents per pound, limited to packages 5 lbs. in weight, except single books, which are carried up to 10 lbs. Prior to the general express enquiry and to the revision of the classification, there was no limit to the weight of books. The application was dismissed at a hearing at which the Manager of the Department represented the various interests.

Charges on Returned Empties.

At the same hearing the companies applied for a change in an order made by the Board directing them to accept empties with charges collect. This resulted in the following order:—

> "Charges must be prepaid unless an agreement has been made with the owner of the empties whereby they may be returned with charges collect."

The order was considered satisfactory, especially as it put the traffic on the same basis as when carried by freight.

Minimum Charges on Returned Empties.

An application of the companies for permission to increase the minimum charge on returned empties to ten cents was also refused.

Collection and Delivery Services.

As previously reported, the Board made a general order requiring the companies to collect and deliver traffic where they have collection and delivery services at and to all points within the municipal boundaries of such places. Leave was granted to apply for relief from the order where it was considered unreasonable to require collection and delivery services. The companies have taken advantage of the latter and as a result of agreements entered into with the various municipal authorities orders have been made by the Commission from time to time modifying the original order.

Very few complaints have been received in regard to the new limits. In one case it was found that the original order fixing the municipal boundaries had deprived certain of our members of the service which they previously enjoyed. After negotiations with the companies, it was found necessary to appeal to the Commission. This resulted in an order to the companies to restore the service which they previously gave.

There are only two other complaints and they are now being dealt with.

Graduated Charges on Traffic Carried by Two or More Companies.

The following order is probably one of the most important yet made as a result of the general express enquiry:—

"It is ordered as follows:

"1. Pending disposition by the Board of the question of joint tariffs, shipments of express freight subject to graduate charges carried by two or more companies in Canada shall be charged the graduate under the lowest through or aggregate rate per 100 lbs. to the destination thereof on such companies' lines, except that when the through or aggregate rate is less than $2.00 per 100 lbs. the minimum through charge shall be 60 cents, unless the graduate under $2.00 is lower, in which case the said lower graduate shall be the minimum charge; provided that in no case shall the charge on less than 100 lbs. be more than for 100 lbs. at the through rate, nor more than the sum of the local graduate charges. If a joint through merchandise rate is published, the graduate shall be under such joint rate.

"2. The companies shall submit for the approval of the Board a proof supplement to the express classification for Canada, C.R.C. No. 2, making such changes therein as may be necessary to comply with paragraph 1 of this Order, the said proof to be submitted within two weeks from the issue of this order.

"3. The companies shall forthwith arrange for the cancellation of paragraph (*h*) of Rule No. 8 of the Official Express Classification No. 21.

"4. The companies shall, with reasonable despatch, prepare joint tariffs in accordance with the judgment of the Board handed down on the 24th day of December, 1910, for all traffic which is to pass over any continuous route in Canada operated by two or more companies."

This means an average reduction of about 25 per cent. in rates to and from exclusive points, and it goes a long way to put such points on the same footing as competitive points.

Probably 85 per cent. of express freight traffic carried consists of small parcels subject to the charges provided for in the graduated tables.

In the judgment of the Board given out on December 24th, 1910, the companies were directed to publish through joint rates on the basis of 10 per cent. less than the sum of the locals. When these tariffs come into effect a further reduction in the graduate charges may be looked for.

Conditions of Carriage.

Many improvements have been made in respect to conditions of carriage. A new system of labelling and waybilling has been introduced, effective September 1, 1912. This system is one ordered by the Interstate Commerce Commission for use in the United States, and for uniformity is likewise adopted for use in Canada, its prime object being to prevent overcharging and undercharging shippers and collecting charges at destination when shipments have already been prepaid; also to eliminate the frequent practice of packages being offered without marks, resulting in inconvenience to all concerned.

Express Rates in the United States.

The Interstate Commerce Commission has rendered a sweeping opinion as a result of the enquiry into the matter of express rates, practices, accounts and revenues. The following is a summary of the findings of the Commission:—

1. Express rates should be made primarily to meet the need of the great body of our people, and should, therefore, be stated in terms that represent the small packages which the express company is intended to carry rather than by the 100 lbs., as freight rates are stated.

2. In the fixing of its rates an express company should not be allowed to charge more than a railroad company if the latter undertook to, and did give the same service.

3. It is proper for the Government to treat the express company as a freight forwarder by passenger train, giving supplemental service at each terminus and intermediate care.

4. An express rate may not be based upon the monopoly right of the express company to be the exclusive freight forwarder over one or more lines of railroad.

5. The rate should not include more than a reasonable compensation for the service given, even though such com pensation falls below that which the railroad exacts as a minimum for the carriage of 100 lbs. of freight.

The Commission also stated that there must be a new classification of traffic in which the standard or first-class rate shall be that on merchandise, and to which there shall be one great class of exceptions—a second class as it were—consisting of articles of food and drink now carried under the meaningless term of "general specials." The rate for this latter class should bear a relation in percentage to the former. The Commission's conclusion is that seventy-five per cent. of merchandise would yield a fair and reasonable rate. Other rates may be made to meet traffic needs and develop industry, but all such rates shall be based on conditions of service and should, for convenience, likewise be stated in percentage of the merchandise scale.

The Commission also found the rules of the companies too complicated and needed very drastic revision.

Through routes reaching all points by the shortest route have been ordered.

The question of illegal overcharges through double collections was gone into very fully and a system of labels prescribed which it is believed will, to some extent, guard against the practice.

The question of collection and delivery limits was gone into much along the same lines as the enquiry of our Board.

With regard to rates, the Commission has divided the United States into zones or squares formed by North and South lines representing degrees of longitude, and East and West lines representing degrees of latitude. Each zone thus formed is divided into twenty blocks for the purpose of computing rates from such blocks to blocks in contiguous zones. Rate tables are shown in the Commission's report, illustrating the working of the proposed system of making rates. Tables are also given which fix the charges on all packages under 100 lbs. in weight. The table of graduated charges shows material reductions from the present scale of rates, and as the majority of express shipments weigh considerably less than 100 lbs. the charges will be materially reduced upon a majority of them.

No order has been made regarding rates, but the Commission has directed the express companies to show cause, on or before October 9th, why the proposed new rates should not be made effective.

If the new rates come into effect, they will undoubtedly have considerable bearing on the rates in Canada.

If the recommendation of the Commission is adopted it will mean a material reduction in the charges on traffic coming from the United States into Canada, and it is hoped will influence, at least indirectly, rates in Canada, where they are still considered excessive. The matter is being followed closely by your Committee.

Freight Classification.

The Freight Classification is of primary importance in the making of freight rates, and is being used more and more of late years in efforts to advance them. It is only of recent date that this has been fully appreciated and shippers have come to realize the fact that it determines the charge the article shipped has to pay.

The index given above will convey a general idea as to this branch of the Committee's activities. The ratings on a large number of the items mentioned have been revised after conferences with representatives of the railways.

The furniture ratings in particular were in bad shape, and the Furniture Section appointed a special committee to assist the Manager of the Department and confer with the railways. After several conferences a revision was agreed upon, which, it is believed, will be satisfactory to all concerned. It simplifies the classification and removes many of the anomalies which now exist.

Other sections of the Association have taken similar action.

This method of dealing with classification changes is undoubtedly the correct one, and is encouraged in every way by your Committee. Practically all of these revised ratings have been submitted in a supplement to the Board of Railway Commissioners for approval.

The Supplement, however, contains a number of important advances (of which no previous advice was received). To these objections are being taken by interested members, all of whom were duly notified. The Commission is being so advised, and if they are not disallowed they will be further opposed at the public hearing which the Board usually holds in such matters.

Applications for Extension and Curtailment of Rule 2 of Canadian Freight Classification—Mixed Carloads.

There are two applications now before the Board of Railway Commissioners having a direct bearing on this important rule. One is for an extension, so as to permit of the same mixing privileges west of Port Arthur as exist East thereof. The other is from certain Western jobbers asking for a curtailment. The latter petitioners met in Regina and adopted the following memorial, addressed to the Commission:—

"That carload rates be confined to carload quantities of one commodity or of commodities of an analogous character;

"That the minimum weight for each class or commodity should approximate reasonably the carrying or cubical capacity of the car with due regard for the marketing conditions of the articles in question;

"That the present basis of trade lists be abolished and carload rates applied only on carloads of one commodity or of one or more commodities of an analogous character."

Whilst the application is confined to Port Arthur and West thereof, it involves at least three very important questions of vital interest to the shipping public all over Canada:—

1. Consideration of the rule which fixes the conditions under which freight is carried in mixed carloads. At the present time articles of different kinds provided with a carload rating either of the same class or of different classes may be shipped in mixed carloads between all points East of Port Arthur at the highest carload rate and minimum weight.

The rule is quite different in respect to shipments to and from and between points West of Port Arthur. The mixing privilege is restricted to articles under distinctive headings; that is to say, articles in the grocery list cannot be shipped in mixed carloads with hardware, etc. Furthermore, the highest rate and the highest minimum weight apply.

As the classification in all other respects applies uniformly on domestic traffic in Canada the revision asked for means either a similar change in conditions East of Port Arthur, or two freight classifications—one in the East and another in the West, thus causing overlapping and all the complications arising therefrom—a most undesirable condi-

tion, and one shippers and carriers are trying to overcome in the United States.

2. An increase in carload minimums. This matter has been dealt with under a separate heading. Objections have already been taken to the proposition as submitted by the carriers themselves.

3. The doing away with trade lists. This means that the articles therein will be provided for in alphabetical order, and as there are a number of articles which do not move in straight carloads and are given a carload rating for the distinct purpose of permitting shipments in this way, they would probably have to pay less than carload rates.

Members were duly advised by the Department of the application and its importance. A large percentage of the replies did not favor any change in present conditions.

Both of the applications were heard by the Board, and the Association was asked to express its views in respect to the one asking for an extension of the rule.

Your Committee, after careful consideration, advised the Board that the rule as it now exists was a compromise, the result of an application of the Association for an extension such as that now applied for. It developed at the various hearings when the matter was up in 1905, that there were three different interests to be considered—the carriers, the jobbers, and the manufacturers. Therefore, it was considered advisable to change the rule as it now exists.

The application of the Western jobbers was heard at sittings of the Commission in Calgary, Edmonton, Saskatoon, Regina and Winnipeg. The Manager of the Department attended these various hearings in the general interests of the Association.

Their representatives stated that the application was made for the purpose of protecting the interests of the Western jobbers; that it carried with it a reduction in rates corresponding with the proposed increase in carload minimums and the restrictions placed on the mixing privilege. It was further stated that they believed they were entitled to such protection and that shipments should, as far as possible, be confined to straight carload lots, or at least to the product of the same factory; also that they were not in favor of the abolition of distinctive headings in the classification, but thought that there should be some restrictions in the mixing privileges, and that the most obvious advantage to be gained by increasing minimum weights would be the reduction in the cost of haulage, thus opening the way for lower rates, for which there was a widespread demand throughout the West; furthermore, that it would have a tendency to force Eastern commercial and industrial concerns who wanted Western business to go to the West with branches, which would be of advantage to the Western retailer and the general public; that Western people naturally wanted the benefit of the development secured through the handling of their own business, and wanted to see that business handled by their own commercial centres.

Protests have been filed against the application by Boards of Trade and trade organizations East of the Great Lakes, as well as by similar bodies in British Columbia.

No decisions, so far as your Committee knows, have yet been rendered by the Commission.

Proposed Rule 20.

This is a new rule now before the Railway Commission for approval. It provides for a certain kind of fastener to be used on wooden pails with detachable wooden covers. Interested members have been advised, and strong opposition has been taken thereto.

The rule does not affect paper or metal covers.

Revision Carload Minimums.

This matter was gone into very fully in your Committee's last report.

It was stated that after very careful investigation the Committee did not think that the proposition originally submitted by the railways was in proper shape for discussion, and that it seemed to be a plan to get the consent of shippers to an increase in freight charges without offering them any compensating advantages in return.

The railways recently decided to send the matter to the Railway Commission. In their communication to the Board, after referring briefly to the history of their negotiations with the Association, they said:—

"Since then the railways have given the subject further consideration and have decided that it is desirable for the merits of the case to be developed by the Board. The railway companies feel very strongly that the proposition is one which, with due co-operation on the part of the shippers, will not impose any undue hardship upon them and will, at the same time, facilitate the business of the country as a whole."

As no communication on the subject was received from the Board it was considered that no action should be taken.

It was not altogether clear to your Committee that the Board would consider the communication from the railways as an application. It appeared to be rather a suggestion to the Commission to take the matter up of its own motion, —something your Committee thought the Board was not likely to do.

Freight Rates in General.

There have been very few changes in freight rates East of Port Arthur during the past year.

The railways applied to the Railway Commission for permission to cancel certain commodity rates on wire fencing. The application was opposed by the Association and refused.

A proposed advance in the rates on anthracite coal was suspended by the Board. The matter has not yet been disposed of.

Commodity tariffs were temporarily issued on automobiles pending a revision of the classification.

Tariffs were issued continuing the arrangement covering threshers and engines.

Vancouver Rate Case.

The Vancouver Board of Trade applied to the Commission in February, 1910, for an order directing the Canadian Pacific Railway to cease from making and charging discriminatory rates on goods transported by such railway from Vancouver to points in British Columbia, Alberta, Saskatchewan and Manitoba on the main line, and on the Crow's Nest branch line, as compared with the rates charged by such railway to the same territory (for the greater distance) from Montreal, Quebec and other points on the Atlantic seaboard. The applicants also asked for an order directing the company to cease charging discriminatory rates on wheat and oats consigned from Alberta to the Pacific Coast as compared with the rates on similar commodities from points in the Prairie Provinces to Lake Superior; and to cease charging discriminatory passenger rates to passengers in British Columbia, especially commercial travellers, as compared with passenger rates charged in other portions of Canada.

The application was heard very fully, the Association being represented at the hearings by the Manager of the Department.

As the Board decided to launch a general enquiry into freight rates in the West, shortly after the last hearing, which is referred to later on, it decided to deal with this case in the general enquiry and made the following order:—

"The complaint of the Vancouver Board of Trade alleging discrimination in freight rates by the railway companies oper-

ating in the Province of British Columbia having been fully heard and the Board having, during the progress and before the completion of that case, undertaken a general enquiry into freight rates in Alberta, Saskatchewan, Manitoba and Ontario, West of Port Arthur, and it appearing that the questions arising in the Vancouver Board of Trade case are so intimately related with the rates now under enquiry in the other Provinces above mentioned that this matter cannot be satisfactorily disposed of separately—

"Therefore, it is ordered that:

"1. The Province of British Columbia be added to those above mentioned and that the said general enquiry shall extend to and cover all the freight and passenger rates in that Province.

"2. That all the evidence and exhibits as well as the argument shall form part of the record in said enquiry.

"3. That any interested party may supplement as he may desire to the said evidence and argument."

Some disappointment was expressed by Counsel representing the Vancouver Board of Trade at this disposition of the complaint. As it undoubtedly involved the consideration of rates from Port Arthur West-bound as compared with similar rates East-bound from Vancouver, it would seem as if no other disposition were open to the Board, especially in view of the nature of the general enquiry.

This case was referred to in our last Annual Report. Briefly, the City of Regina applied to the Railway Commission for an order directing the railways to revise their class rates from Eastern Canada to Regina so as to place them on an equal footing with Winnipeg. The application was really a complaint of discrimination on the part of the railways in favor of Winnipeg and other points in the Province of Manitoba as against Regina. Similar complaints were filed shortly afterward by Edmonton and Kenora.

After a number of hearings the Board made an order directing the carriers to publish and file new freight tariffs to take effect not later than the first of April, 1911, removing the discrimination complained of.

The interested railways objected to the findings of the Board upon the ground that the rates in Manitoba were held down by virtue of an agreement made in 1888 between the Northern Pacific and Manitoba Railway Company and the Province of Manitoba, and, therefore, should not be used in determining rates from the East to Regina, and on leave being granted appealed to the Supreme Court.

The Supreme Court unanimously sustained the ruling of the Commission.

The railways again appealed to the Railway Commission and were given a further hearing. The Board could not see its way clear, however, to make any change in the original order and directed the companies to issue the tariffs as ordered not later than April 1, 1912. This was done, resulting in some material reductions as the following table will show:—

	New.	Old.
1st class rate to Brandon is	$1.86	$1.95
5th class rate to Brandon is	.81	.82
6th class rate to Brandon is	.72	.76
1st class rate to Regina is	2.29	2.51
5th class rate to Regina is	.99	1.04
6th class rate to Regina is	.89	.97
1st class rate to Moose Jaw is	2.34	2.57
5th class rate to Moose Jaw is	1.02	1.07
6th class rate to Moose Jaw is	.91	1.01
1st class rate to Calgary and Edmonton is	2.99	3.19
5th class rate to Calgary and Edmonton is	1.33	1.35
6th class rate to Calgary and Edmonton is	1.20	1.24
1st class rate to Saskatoon is	2.50	2.68
5th class rate to Saskatoon is	1.09	1.14
6th class rate to Saskatoon is	.98	1.04

These new rates first applied via Port Arthur, Fort William and Westfort. Tariffs were afterwards issued on a similar basis via Chicago and St. Paul.

The Regina Board of Trade were not satisfied with the new rates, claiming that they did not remove the discrimination as ordered. The complainants were heard at a sitting in Ottawa in June last and the case was disposed of by the Board as follows:—

"By the Board's Order No. 12520 the Canadian Pacific and Canadian Northern Railway Companies were required to remove the discrimination existing in the tariffs to points in the Provinces of Manitoba, Saskatchewan and Alberta, from Fort William and Port Arthur and other points East thereof in favor of Winnipeg and other points in the Province of Manitoba, and against points of tne West thereof, by reducing the rates from Fort William, Port Arthur and points East thereof to Regina and Moose Jaw and other points West of the said favored points. The reductions made are in compliance with this. The question of the difference in scale as between Alberta and Saskatchewan on the one hand and Manitoba on the other, is distinct from the matter of discrimination which was dealt with in the Order, and forms an integral portion of the investigation into Western rates, and will be dealt with accordingly."

The complainants feel that under the original order the traffic should move from point of origin to destination under the same conditions in respect to rates as it moves to Winnipeg. This is not the case under the present adjustment of rates. The new tariffs were made as follows: The Fort William-Winnipeg class rates were apparently fixed arbitrarily some time ago. They happened to correspond with the Manitoba standard scale for 289 miles, and the Saskatchewan scale, which is 7½ per cent. higher, for 250 miles. The Fort William-Regina present rates were arrived at by adding the actual mileage from Winnipeg to Regina to the assumed mileage of 250 miles above mentioned, and scaling under the Saskatchewan scale for that distance instead of adding the actual mileage from Winnipeg to Regina to the assumed mileage from Fort William to Winnipeg, of 289 miles and scaling under the Manitoba scale. Had this been done the discrimination would have been removed in its entirety. It would also have resulted in greater reductions than those hereinbefore mentioned.

Whether or not the Board will take any further action in the matter prior to the disposition of the general rate enquiry remains to be seen.

General Enquiry into Freight Rates in the Middle West.

The Regina Rate Case having been disposed of by the decision of the Supreme Court, the Railway Commission proposed on its own motion to enquire into the freight tolls in effect in the Middle West, and sent out the following notice:—

"It is declared to be advisable that:—

"1. A general enquiry be at once undertaken by the Board into all freight tolls in effect in the Provinces of Manitoba, Saskatchewan and Alberta, and in the Province of Ontario, West of and including Port Arthur, with the view that, in the event of its being determined that the said tolls or any of them are excessive, the same shall be reduced as the Board may determine;

"2. A sitting of the Board will be held at the city of Ottawa, on Tuesday, the 13th day of February, 1912, at ten a.m., to consider the procedure upon said enquiry and give directions with reference thereto."

All members were duly advised of the above and the Manager of the Department has attended all sittings of the Board held so far in the enquiry in the interests of the Association.

The following counsel were appointed to represent the Federal Government: Messrs. James Bicknell, K.C., Toronto; H. W. Whitla, K.C., Winnipeg, and F. A. Morrison, Vegreville, Alta. Mr. M. K. Cowan, K.C., Toronto, represents the Alberta and Saskatchewan Governments, and Mr. Isaac Pitblado, K.C., Winnipeg, the Winnipeg Board of Trade. The railways are represented by their own Legal Departments as well as other Counsel.

After preliminary hearings, Counsel for the Alberta and Saskatchewan Governments at a sitting in Ottawa on April 16th last submitted a comparison of rates between the East and West, showing that the latter were very much higher than the former. He also submitted evidence to show that the cost of operation was less in some sections, and that the density of traffic in the same territory was greater in the West than in the East. The Commission considered the evidence sufficient to transfer to the railways the burden of substantiating the higher rates which exist West of Port Arthur. At a subsequent hearing Counsel for the Federal Government submitted a similar comparison of rates, and the Board reaffirmed its previous decision. Counsel for the railways demurred at this, but the Board made it clear that it would not allow any technicality to interfere with the general investigation.

It was also stated that this was probably the most serious and important matter the Board had been charged with since it came into existence, and the necessity for giving the railways every opportunity to submit what information they thought necessary was fully realized.

The Board at its mid-summer sittings in the West set the matter down for hearing simply for the purpose of giving to everyone an opportunity to present evidence if they so desired. At a sitting in Calgary on July 25th the Assistant Chief Commissioner said:—

"Those asking for a reduction in the Western freight rates have produced evidence to the Board establishing the fact that the Western rates are higher than the Eastern rates, and under the provisions of Section 77 of the Railway Act, when that fact is made apparent, the obligation is placed upon the railway companies of justifying, if they can, the difference in rates. We are now at that stage of the proceedings. The railway companies have been given until the first of October next to justify, if they can, this difference. There is, therefore, no immediate necessity from the point of view of those objecting to the present rates, to offer further evidence. But as we are taking this trip through the West we thought that there might be some circumstances and conditions which those interested in freight rates in the West would desire to lay before us, and we, therefore, have put this matter down at each place we have visited so that any person who desires to do so may address us on the subject."

Notice has been received that the Board will again take this matter up in Ottawa at a sitting on October 7th next.

It may be mentioned here that the investigation will have a greater bearing upon the rates on merchandise and manufactured goods than on other classes of traffic. It is claimed that the rates on grain to the head of the Lakes, outside of certain rates in Ontario, are lower than those in effect in contiguous United States territory.

International Rates.

This is a subject which has been before your Committee for some years. Advice has been received that a revision is in hand, and that it is believed the same will bring about changes which will be advantageous to members of the Association.

Joint Rates.

The Commission advised that, at a sitting in Ottawa in April last, the railways subject to its jurisdiction would be required to show cause why an order should not be made calling for the publication of joint tariffs between points in Canada where such have not already been published and filed; such joint tariffs to be less than the combination of the local rates of the several companies to and from the junction point or points; also to state their views as to the extent to which such local rates might be reduced on joint traffic.

Members were notified by circular, and a number of replies received heartily endorsing the suggestion.

Notice was received a few days prior to the date fixed for the hearing that it would be struck off the list. On making enquiries it was found that the railways had represented to the Board that they would undertake to publish at once joint tariffs wherever they were found necessary. In view of this the Board agreed to leave the matter in abeyance pending such action. Although the matter has been followed up since then your Committee cannot find that any definite action has been taken. The last communication received from the Board is dated August 1st. This was in reply to an enquiry as to whether a date had been fixed to take up the matter. It was stated that the same would be laid before the Board on its return from the West.

The matter is being followed closely.

Rates on Lumber from Southern States.

Frequent complaints have been made as to the adjustment of rates on lumber originating in the Southern States to points in Canada.

The regular sixth class rates as a rule apply from Ohio River crossings to the territory along the old Grand Trunk main line and North thereof, and commodity rates to points in the Niagara Peninsula between the Detroit and Niagara Rivers. The rates to this territory are held down by the rates to Buffalo. Up to September 1, 1911, there was a difference of between five and six cents per 100 lbs. When the Canadian roads got permission to charge a higher rate to this intermediate territory they arranged to advance the rate from ten to twelve cents.

Subsequent to this adjustment complaints were filed with the Board of Railway Commissioners that the rates were still discriminatory, and that they should be revised. This was undertaken by the railways at a public hearing, the Board having made an order directing that it be notified within thirty days of certain negotiations which the railways were carrying on with their connections in the South. The railways found that they could not comply with the order and asked for an extension of time, which was granted. Nothing of a definite nature was heard until advice was received that new tariffs had been issued, effective September 1st, increasing the rates to all Canadian destinations from 1½ to 6 cents per 100 lbs. Protests were at once filed with the Railway Commission on behalf of members. Dealers in the United States also appealed to the Interstate Commerce Commission, with the result that the tariffs were suspended until after December 30, pending an investigation and hearing. All interested members have been duly notified of this.

Heated Car Service—Less than Carload Shipments.

The companies furnished a heated car service to a very limited extent East of Port Arthur up to last year. One of our members applied to the Commission for the service after it had been refused by the companies, but so far no order has been made disposing of the application. The Board, however, made an order directing the railways to reinstate the heated

car service where it had been furnished in former years. The Commission is now looking into the question of establishing a limited service generally where the traffic justifies it.

Live Stock Contract.

The live stock shippers of Canada met in Toronto in December last, in response to a call sent out by the Manager of the Department, to take such steps as might be deemed necessary to obtain a fair and reasonable contract. Representatives of all the principal live stock associations were present. An organization to carry on negotiations with the railways was completed, the Manager of the Department being appointed Secretary.

The negotiations with the representatives of the carriers have so far been very satisfactory, there now being only two important points outstanding. It is hoped that some agreement will be reached in regard thereto, but in case of failure the Commission will be asked to intervene.

The matter will be disposed of without further delay.

Milling-in-Transit.

The Committee is pleased to report that the Department was able to be of material assistance in securing for some of our members an extension of the milling-in-transit privilege on grain, which is of considerable importance to them.

Night Lettergram Service.

On the application of some members, the Grank Trunk Pacific Railway was asked to inaugurate a service similar to that in effect on other lines. The negotiations resulted in the following communication from their Manager of Telegraphs:—

"The value to the public of night letter service is fully appreciated, but it is not possible for us to handle this class of traffic satisfactorily to all concerned without the establishment of night offices and staffs."

Your Committee, in view of the above, considered that no further action could be taken at the present time.

Insertion of Government Certificate on Packers' Bills of Lading.

Your Committee is pleased to report that after negotiations with the Government, the Board of Railway Commissioners and the Railways, it has been arranged to permit of the insertion of the inspection certificate in packers' bills of lading, covering meats and meat food products which have passed inspection and have been marked in accordance with the provisions of the Meat and Canned Foods Act and the regulations made thereunder.

This saves the expense and labor of separate certificates as was the practice previous to this arrangement.

All interested members have been duly notified.

Parcels Post.

This matter has not received very much consideration at the hands of your Committee during the past year, although a general direction was given at the last Convention that the matter be taken up with Boards of Trade and similar organizations with a view to ascertaining the feeling of the public in regard to an extension of the system.

Prior to taking this action, the Secretary wrote the Honorable the Postmaster-General, calling attention to what was on foot and pointing out that in taking up a matter of this kind it would probably be necessary to indicate to some extent the results which might be expected to follow an extension of the service and that one of the most important factors in this connection was the rural delivery service. The Minister was asked whether any plans had been formulated as to improvements and extensions therein. Further than an acknowledgment, nothing was heard from the Department. The matter, however, was taken up in the House of Commons during the last session and a resolution unanimously adopted favoring an extension of the system. Since then, so far as can be ascertained, no steps have been taken.

As you are no doubt aware, a similar agitation in the United States has resulted in an extension of the service, effective January 1st, 1913. With regard to the charges for the service, the country is to be mapped out in units of area thirty miles square, and the rates for these units fixed according to eight zones of distance. For city and suburban rural route delivery, the rate for the first pound is to be 5 cents, 1 cent for each additional pound and 15 cents for the maximum weight of 11 lbs. (At present time 4 lbs. 6 ounces is the maximum weight which is accepted.) Outside the city the zones and charges are to be:—

	First Pound.	Each Additional Pound.	Eleven Pounds.
50 mile zone	.05	.03	.35
150 mile zone	.06	.04	.46
300 mile zone	.07	.05	.57
600 mile zone	.08	.06	.68
1,000 mile zone	.09	.07	.79
1,400 mile zone	.10	.09	$1.00
1,800 mile zone	.11	.10	1.11
Over 1,800 miles	.12	.12	1.32

The details of the system are to be worked out by committees composed of experts of the Post Office Department. It is the intention to carry merchandise and farm and factory products; in fact, all articles which may be transported safely provided they do not weigh more than 11 lbs. or exceed 72 inches in combined length and girth.

It may be stated here that considerable opposition has developed to an extension of the service in Canada, but it would now seem as if something along the lines of what has been adopted in the United States will have to be adopted in Canada at an early date.

The matter will undoubtedly receive the attention of your incoming Committee.

Amendments to and Revision of the Railway Act.

The amendment to the Railway Act adopted at the last Convention was duly filed with the Government, but so far no action has been taken owing to the fact that a revision of the whole Act is to be made.

The amendment is intended to give authority to the Board of Railway Commissioners, either upon complaint or upon its own motion, to suspend the operation of any tariff or regulation for a sufficient time to permit of a full hearing and afterwards to make such order as would be proper in a proceeding initiated after the tariff became effective, the burden of proof to be on the carrier to show that the increased tariff or regulation is just or reasonable.

This resolution, as previously reported, received the endorsation of all the leading Boards of Trade in Canada.

It is expected that some action will be taken thereon at an early date.

Regulations for the Transportation of So-called "Dangerous" Articles Other Than Explosives.

This is a matter which has been before your Committee for some time. It was first dealt with in 1910 when the rail-

ways asked the Railway Commission to approve of regulations adopted by the American Railway Association for use in the United States, limiting the liability of carriers and placing obligations upon shippers which do not now exist. Objections were taken thereto and the application was dismissed.

Since then the American Railway Association modified these regulations and they were approved by the Interstate Commerce Commission, effective October 1st, 1911.

The new regulations were sent shortly after this date to our Board with the request that they be approved and made legal in Canada. The Association was asked to express its views and to state whether or not there were any objections to their adoption. Interested members were communicated with and committees of the different industries affected have been formed with a view to collecting information and ascertaining to what extent the regulations can be complied with.

It is the general opinion that there should be regulations of some kind which will disclose the nature of the goods and thus enable the carriers to afford the protection deemed necessary to all concerned.

It is expected that the matter will be disposed of at an early date.

Ocean Steamship Services Between the Atlantic and Pacific via the Panama Canal.

Some negotiations have taken place in regard to a service between Canadian Atlantic and Pacific Coast ports *via* the Panama Canal. Assurances were given that the Association would be prepared to support a service just so far and so long as it would enable Canadian manufacturers to meet foreign competition in Canadian territory.

The matter is still under negotiation and will be reported on to the Executive Council from time to time.

Between Canada and the Argentine.

The recommendation of your Committee for a direct steamship service between Canada and Argentina, which received the endorsation of the last Convention, was duly transmitted to the Honorable the Minister of Trade and Commerce. Assurances were received that it would receive careful consideration.

Your Committee is unable to say whether there have been any negotiations for a direct service. The Department of Trade and Commerce, however, has recently called for tenders for a service between Canada and the West Indies, and steps are being taken to ascertain whether or not this will also cover the service recommended.

Stop-over Charge on Lumber for Dressing, etc.

The railways published tariffs some time ago advancing the charge for this service to 2 cents per 100 lbs. After some negotiations, it was decided to withdraw the new tariffs and continue the former charge of one cent.

Telegraph Enquiry—Rates and Forms of Contract.

This important matter, which was reported at considerable length to the last Convention, is still outstanding.

The telegraph companies asked the Railway Commission in October, 1910, to approve the forms used by them in transmitting and receiving messages and the Association was requested by the Board to express its views thereon. Since then the Boards of Trade in the West filed complaints in regard to the rates and it was decided to institute a general enquiry into the tolls. This enquiry, although considerably delayed, has been practically concluded, and it is hoped will be disposed of satisfactorily without much further delay.

Traffic Cases before Railway Commission.

The following are some of the important traffic cases which, although not specially dealt with in this report, were heard by the Board during the past year and followed by the Association:—

Class rates, Dominion Atlantic Railway.

Freight conductors signing bills of lading for freight received at flag stations.

Order requiring carriers to furnish shippers with cars for joint traffic promptly.

Rates on corn out of Montreal.

Consideration of an order requiring railways to provide at all stations a car order book.

Regulations requiring railways to show charges in detail on expense bills.

Consideration of freight rates on coal in the Provinces of Saskatchewan and Alberta.

Complaints of car shortage and discrimination in the matter of supplying cars.

Stop-over arrangement with respect to canned goods.

Application for discontinuance of giving free storage at Fort William and Port Arthur on traffic from the East for points West thereof.

Complaints in regard to sugar rates from Vancouver to points in the Western Provinces.

Application for joint rates on lumber from Mountain mills territory, B.C., to points on the Canadian Northern and Grand Trunk Pacific Railways.

Western Waterways.

Your Committee was asked to endorse a scheme of waterways from the head of Lake Superior to Lake Winnipeg. After going into the matter carefully, it was decided that the proposition had not made sufficient progress nor was there enough information to warrant any recommendation.

Miscellaneous.

There are still a number of important matters which have not been dealt with. They will, no doubt, receive the careful attention of your incoming Committee.

As previously stated, the Manager of the Department attends all important sittings of the Railway Commission both in the East and the West, besides paying regular visits to the Montreal Branch. The direct personal service rendered to members by the Department is increasing. The success that has attended its efforts in this respect is evidenced by the letters of appreciation which have reached your Committee from time to time.

Respectfully submitted,

G. M. Murray, *Secretary.* S. R. Parsons, *Chairman.*

J. E. Walsh,
Manager, Transportation Department.

Stenographic Report of Proceedings
Continued

Mr. Parsons: I just call your attention, under Class F. Freight Classification that 72 different articles have received revision during the year and in almost every case it has meant a change of conditions as far as shippers are concerned. The above is only a list of the general subjects dealt with.

Mr. Parsons then proceeded with the reading of the report of the Railway and Transportation Committee.

Re Freight Rates.

Mr. Fairbairn: We have been listening to a large amount of detail which we have been fighting for before the Board of Railway Commissioners. I think it is time in the history of Canada when we, as an organization, should take a more active interest and part in the bringing of the east and west together in regard to transportation. The only basis on which we have discussed the question of freight rates as between the east and west are the present rates in force on our railway systems to-day and which rates are based on the original plan of a one way haul. It is a well-known fact that the rates to points like Saskatoon are just as heavy as they are to Australia for the same class of goods under the same conditions. The railways can afford to carry a whole lot of that freight at a very much less rate than now. Their object all along the line is to increase rates. It seems to me we have to get busy right away and try and see if we cannot form some plan to relieve this situation. To my mind the question of transportation is of far greater importance to Canada to-day than the question of tariffs. Tariffs are important, but you compare your prices every time you are quoting goods in the west, and you are quoting against the transportation rates for the United States where they have a shorter haul, and we have the long price to pay here. Your tariff in many cases is not affected at all, it does not aid you to build up your industries here or there. I think we have reached a point where we should press that the Dominion Government should carry our own railroad, the I. C. R., clear through to the coast and operate it under the Commission. The I. C. R. is being run properly under the Commission and can be run with profit to this country by maintaining the rates. We have been experimenting in a smaller way as a people in regard to municipal ownership, and it has been, broadly speaking, a success, and we can make it a great success in regard to transportation. It is a great and live question with us to bring our east and west together to overcome the long haul, and I would ask our incoming Committee to take a broader view of this whole situation and see if we cannot agree to remind the Government that that way is open and to support them in carrying out such a plan. (Applause).

Mr. Edmonds: If Mr. Fairbairn will make that a motion I will be very glad to second it. I do not think it was ever the intention that the I. C. R. should be merely an eastern railway. It is a national railway, and the only distance it comes west is to Montreal. The Government made a very important and good step when it was brought on to Montreal, but there it ends, and at present there seems to be no disposition to extend it, although there have been cries from different parts of this country that the line should be extended at least to the upper lakes, and if to the upper lakes why not right through to the West? As the situation is now it seems to me an anomaly that it should end in Montreal, important as that City is; but if that railway were extended through to the coast, as Mr. Fairbairn suggests, and it is a matter which I think the Transportation Committee of this Association should take up during the year, and if necessary prepare a memorial to the Government asking them to make the necessary surveys and estimate the cost.

Too Big To Attempt.

The President: I think that is a very large subject to deal with on the spur of the moment. If these gentlemen want to start in on a campaign of that sort I think they ought to give a year's notice and do a lot of hard work and bring it before the Association another year.

Mr. Fairbairn: The suggestion is to the incoming committee not to lose all their time working on these smaller details but to deal with the larger question and have it brought before us in concrete form.

Mr. Henderson: It is a pretty serious question for this Association to commit itself to anything of the kind. Canada is building a transcontinental line, the Canadian Northern is building one and we have the Canadian Pacific. I think before this Association commits itself to building a government railway to reduce the rates we want to consider what we are doing. We have found in the United States the agitation has been carried to such a pitch in connection with the rates on railways that actually the Companies are suffering at the present time. We don't want to bring about a situation of affairs of that kind in Canada. While I am sure the rates are too high we do not want to start anything of that kind. Canada is growing and had it not been for the railways that have been built there now I don't know what the Canadian West would be to-day; and I am sure my good friend Mr. Fairbairn, when he comes to consider the matter, would not like it to be said that this Association wanted such drastic action taken as to build a railway of that kind. I think it would be well to wait until we see what effect the completion of the Transcontinental Railway is going to have, and also what effect the hearing which is going to take place in Ottawa next month is going to have on the rates, before any suggestion of that kind is given out as the opinion of this body.

The President: The incoming committee will no doubt have heard what these gentlemen say, and hear their views, and they will in their judgment deal with it or not. I don't think we should waste more time in this. I will ask you to proceed, Mr. Parsons.

Mr. Parsons: I think a word might be said on behalf of the outgoing committee in connection with these "small details" which have come under its ken as stated by Mr. Fairbairn. It is needless to say that the work of the Railway and Transportation Committee is rather heavy work, and even these small details which are mentioned all lead to larger things; and a general enquiry is to take place next month in Ottawa when the Cities of the West and the Provinces of the West and all interests will be fully represented by Counsel, and Mr. Walsh, the Manager of our Department, will be there to look after interested members and the Association as a whole. I think we may well leave any further and larger matters that are in Mr. Fairbairn's mind until after this meeting of the Railway Commission in October.

Mr. Parsons continued the reading of the report.

Re Parcels Post.

Mr. Fairbairn: I move, seconded by Colonel Charles S. Smart, that the following committee, namely the President of the Association, the Chairman of the Railway and Transportation Committee and the Mover and Seconder, be authorized to wait on the Honorable the Postmaster General urging the immediate investigation of the Parcels Post system with a view to modernizing it and establishing a service as similar to that of Great Britain as can be adapted to Canada.

The report refers to the United States and they have passed, and I believe it becomes effective, the scale you see there. For the 11 pound parcel, averaging the distance from 50 miles to over 1800, their average rate is 6½ cents a pound. Our charge in Canada is 16 cents. It is high time that this whole question was taken up. We must bear in mind that the Parliament has passed on this question; it is only a question now of getting to work and carrying out the details of the system, and I believe Col. Smart has some information along that line. It is no secret that the Grand Trunk Railway owns the Canadian Express, the

C. P. R. the Dominion, and the Canadian Northern the Canadian Northern Express, and they simply take one half of the returns and turn them over to themselves; that goes as a little extra profit. That being the case, there is an opportunity for the Government to-day to relieve this country of the enormous charge for carrying parcels. It is the only way you can get at the Express Companies so as to meet them with some effect. As this report states, 85 per cent. of the express business as carried on in Canada to-day consists of small packages and there is a very sympathetic feeling on the part of the Government to take this matter up, but we want to take action at once and to press the Government to carry out the plan.

Col. Smart: I have much pleasure in seconding the resolution moved by Mr. Fairbairn. I believe this question is a vital one to the manufacturer and to the public generally. It is well known the express companies are owned body and soul by the railways; they are charging exorbitant rates, and I don't see any reason why the Government of this country should not take that service over, and from talks I have had with some members of the Government, I think we will not find them unsympathetic. I believe the time is very opportune for us to put this matter before the Postmaster General, and as Mr. Fairbairn has suggested, it has already been passed in the House, and it only requires a little pressure to be brought upon the Postmaster General to have something done.

Which System?

Mr. Parsons: I understand the resolution directs the Committee to ask the Government to bring forward legislation based only on the English legislation as adapted to Canada.

Mr. Fairbairn: It is only a basis to work on.

Mr. Parsons: The question is, have we investigated both the English and American plans to such an extent that we are prepared to advocate the one and not the other?

The President: It says as similar to that of Great Britain as can be adapted to Canada.

Mr. Fairbairn: They have gone very carefully into the whole details of the system of Great Britain and it is, we consider, a good basis for us to work on. Germany is good also. It is a much lower rate, and they carry up to 110 lbs., but we don't want to introduce or suggest too extreme a measure at the very start. The German rate is the lowest.

Mr. McCullough: May I suggest instead of saying the English method that we say the best method. It seems to me this plan is so involved.

Mr. Phillips: Leave it as it is.

The President put the motion which, on a vote having been taken, was declared carried.

Mr. Parsons then read to the conclusion of the report.

Mr. Parsons: Mr. Chairman, I beg to move the reception and adoption of this report, and in doing so I would like to refer to the services of the Manager of the Department and to say that in Mr. Walsh—(applause). I am quite sure that your applause makes unnecessary almost any further comment, for you at once had in mind just what I was going to say, and which briefly was this, that Mr. Walsh's services to the Department and to the Association as a whole can hardly be overestimated; the attention which he gives to the details of his work, the kindness and consideration with which he receives every member who has anything of any importance which he would like to have adjusted or to have the services of the Department in connection with—all these are given so freely that you will readily agree with me that Mr. Walsh is almost invaluable in the Department which he has charge of, and I hope that nothing will occur, as has occurred in the past and even recently in other departments, whereby we may lose the services of the very efficient Manager of the Department. I may just add to that this fact, that I believe the good terms under which we are working with the railway companies and with the Board of Railway Commissioners are due very largely to Mr. Walsh's tact and good taste. I know that they say you can't run with the hare and hunt with the hounds, but at the same time it is very desirable that the Association should be on the best possible footing and terms with the Board of Railway Commissioners as well as the railway companies themselves. I hope this condition will continue and I feel so long as we have Mr. Walsh as Manager of the Department that there will be no doubt about this pleasant relationship existing. (Applause).

Mr. McCullough: I beg to second the motion.

Mr. Tindall: There is just one feature of transportation I would like to call attention to; the Transportation Committee may possibly have dealt with it, I don't know whether they have or not; it is a very live question on the other side of the line just now. As one who has had some little experience in the transportation problem I refer to this, and that is to the package of goods. It is all well enough to take up transportation rates and say they should be lowered, but I want to say to you that the common carriers suffer annually an enormous loss through bad and insufficient package of goods shipped. The Transportation Company with which I had to do in one season lost in that respect over 10 per cent. of their whole revenue because freight was put in poor packages. It is not fair for any manufacturer or shipper to ask any railway to take his goods for any distance in this country in poor packages. We have a great deal to learn from the older countries. If any of you will take the trouble it will well repay you to spend from 15 to 20 minutes in going to any of the transportation sheds and watch the freight being loaded on any of our boats taking freight to the head of the lakes, and ask yourself if you were the carrier whether you would like to undertake to carry those goods and take them safely in the package they are in. It is up to us manufacturers to study that question. I don't think we do study it. I think you leave it to your subordinate shipper to be the deciding party as to whether that package is strong enough to take the goods. As I understand with the European and English Companies the practice is for the purchaser of the goods to pay for the package. If you get an English invoice you will notice that to the price will be added package. The man who buys the goods pays for the package. In Canada we want, unfortunately, to give so much away we send our goods from Montreal to Vancouver and include the cost of package in the invoice price and consequently we are interested in getting the package down to the very lowest price possible, and urging the manufacturers to make the packages for the lowest price possible, and consequently he gets the package too light. If they suffer these losses the transportation rates are going to be kept up. If we don't want those losses it is up to us to pack our goods in such a way that there will not be those losses.

Mr. Parsons: I think there is a good deal in what Mr. Tindall says, but this is a two-sided question. In the first place so far as the Association is concerned you will remember about two years ago a very excellent article appeared in Industrial Canada in connection with the matter of packages covering shipments of goods. I think it would be a good thing if the Editor of Industrial Canada could see his way clear to repeat that article. It was illustrated and was of great value. I believe every possible care should be taken in connection with the packages for the covering of goods that are shipped. Now then there is the other side of the question. I was in a town in Western Ontario some time

ago waiting on the platform of the station for an incoming train and I saw a freight train come in on a track just across the way. They stopped a freight car right in front of where I was, opened the door and turned over a barrel of gasoline; it was a heavy barrel; there didn't seem to be a second man to give help and the man inside shoved it out. That was quite sufficient to spring the stays of any barrel, and it caused leakage at once and other troubles might have ensued, as you can readily understand. That is the way a good deal of our freight is handled, and no matter how careful we may be in the packing of our freight, unless it receives proper consideration and handling at the hands of the carrier when it leaves us it will not reach its destination in proper condition.

Mr. Elkins: I notice in the report reference was made to night lettergrams. I was wondering if we could not get some arrangement regarding day lettergrams. I would like to ask the mover of that report if any action has been taken in an endeavor to get day lettergrams?

Mr. Parsons: No action has been taken yet; the Company themselves, Mr. Walsh says, have been looking into the matter and up to date they have felt that the traffic was not large enough to warrant the introduction of day lettergrams. There are many things that could be applied to a country like England or the United States which you can hardly apply to a country like Canada so sparsely settled, but your Committee will look after this matter, I have no doubt, and see what can be done.

Mr. Waugh : I notice in connection with the classification there they are just now asking for an advance. In regard to furs they ask for an advance from first class anywhere to four times first class and they do it in this way: The contents of a case that would weigh 100 lbs. should be equal to one dollar a pound to be first class; anywhere between one dollar and two dollars a pound should be double first class, and from three to four dollars four times first class, and when it should equal four dollars a pound of value they refused it altogether and wouldn't carry it. Take a shipment I had a short time ago from here to Winnipeg, the rate according to the present classification is $1.60 a pound. It was an item of $6,000, amounting to 680 pounds altogether. The classification on that at the present time is $1.60; it would be equal to $26.80. According to the new classification which they published it would cost me $107.50.

Now, we have certainly got a very good representative in Mr. Walsh and this matter has been up before him and I am not going to criticise it just now because I believe he will bring it up at a later date, but I want to show the necessity we have of applying to such good men as Mr. Walsh in our grievance with reference to classification. It was very ingeniously put; when you get from first class to four times first class and then not take it at all, that means you are forced to ship all your stuff by express that goes over that value. We don't know of any reason why that should take place. As far as we know they have lost but very little in connection with that. As far as we are concerned ourselves in the shipping of goods or goods that have come to us in that way we have yet to make a claim for it.

The President: Perhaps Mr. Walsh could give some information on this point which is brought up.

Mr. Walsh: The matter Mr. Waugh is talking about is now before the Board of Railway Commissioners. For years the railways have carried furs, manufactured and unmanufactured, at first-class rates. For some reason which they have not disclosed yet they propose to advance them to the extent he has stated, representing that when they got up to four dollars a pound, anything in excess of that they will not carry at all. According to our interpretation of the Act that is not according to law and it is being opposed before the Railway Commission by the Association on behalf of the Fur manufacturers. If the classification changes are approved by the Railway Commission it means the business will have to be forwarded by express at very much higher rate.

The President: All that this Committee could do would be to bring that matter to the attention of the Railway Commission.

Mr. Walsh: It has to be fought out before the Railway Commission.

The Question was called for.

The President put the motion to adopt the report of the Railway and Transportation Committee, which, on a vote having been taken, was declared carried.

The meeting then adjourned to meet on Thursday, September 26th, at 10.15 a.m.

THIRD DAY

MORNING SESSION.

Thursday, September 26th, 1912.

At 10.30 a.m. the President called the meeting to order and said: Gentlemen, if you will come to order we will proceed with the morning's business. I must apologise for keeping you waiting, but there were some important matters came up that the Advisory Committee had to deal with before we came into this meeting, and it will be brought before you in the course of a few moments. We will start with the report of the Advisory Committee, of which Mr. R. S. Gourlay is Chairman.

Mr. Gourlay then read the report of the Advisory Committee.

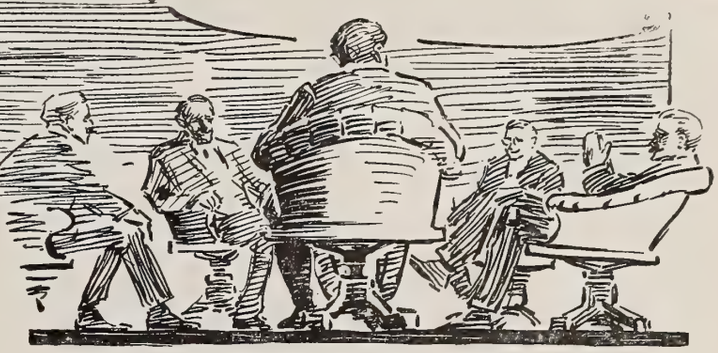
THE MELON EATER



INSATIABLE !

Toronto World.

Advisory Committee



CIRCUMSTANCES of an unusual character have necessitated frequent meetings during the year of your Advisory Committee which is comprised, as you are probably aware, of the Chairmen of all the Standing Committees. To it is delegated under the by-laws a two-fold duty; first, to deal with matters of debatable jurisdiction; and second, to take action in the name of the Association on such questions as cannot be held over for the regular meeting of the Executive Council.

Of the various matters that have thus engaged the attention of your Committee, some for the sake of convenience have been included in reports that have already been presented, so that no further mention need be made of them. Of the remainder a brief statement is offered herewith for your information or approval, as the case may be.

Export of Raw Salmon.

On the day following the February Council Meeting, a telegram was received from a deputation of British Columbia canners on their way to Ottawa, requesting the support of the Association in their protest against the cancellation of a regulation which had been in effect for fifteen years, prohibiting the export of raw salmon. It being a case calling far prompt action, your Committee caused the views of the British Columbia Branch to be obtained, and on learning that the claims of the canners were unanimously endorsed in that quarter, they wired the Minister of Marine and Fisheries as follows:—

"Advisory Committee, Canadian Manufacturers Association, in conjunction with Association's British Columbia Branch, strongly urge retention of regulation prohibiting export of raw salmon pending a thorough investigation of the situation by experts, believing that its cancellation at this time may injuriously affect the canning industry of that Province. This Association stands firmly by the principle of manufacturing Canada's raw materials as far as possible in the Dominion."

It is gratifying to be able to report that, while the order was not withdrawn, its effective date was indefinitely postponed, so that the danger which threatened the canning interests of British Columbia was averted.

Commission on Statistics.

An Order-in-Council was assented to by His Royal Highness the Governor-General on May 30, last, creating a Departmental Commission on Statistics, "to enquire into the statistical work now being carried on in the various Departments as to its scope, methods, reliability, where and to what extent duplication occurs; and to report to the Minister of Trade and Commerce a comprehensive system of general statistics adequate to the necessities of the country and in keeping with the demands of the time."

In the preamble to the Order, it is declared that with the exception of the decennial census returns, no comprehensive system at present exists for the collection and publication of the statistics of production and distribution of Canadian commodities within the country itself, a matter which appears to the Minister to be essential to the proper comprehension of our own resources and to the proper protection of our industrial trade department.

During the summer recess your Committee were invited to meet the Chairman of the Commission and to submit to him their views upon the various matters into which he and his colleagues had been appointed to enquire. This they did on two occasions, the conference being a lengthy one each time.

As regards the collection of figures to show the distribution of commodities within the country, your Committee found themselves unable to offer any opinion in the absence of suggestions from the Commission how such data might be obtained without undue labor and expense.

They made it clear, however, that the Association would support any reasonable scheme that would tend to coordinate and systematize the statistical work of the different Provincial Governments; further, that they realized the desirability of an annual census of production, and that members of the Association as a whole would probably be found quite willing to give the necessary figures providing the Government would supply the machinery for prompt and effective compilation. At the same time your Committee placed themselves emphatically on record as opposed to a schedule of an inquisitorial character.

Their recommendations on other points may be summarized as follows:—

1. That the import trade returns should be subdivided according to Provinces.

2. That the exports of manufactured goods should be made to include a great many items now classified as Agricultural Products, Animal Products, Forest Products and Fish Products.

3. That as regards the principal articles of trade the import and export figures should be supplied side by side with figures of production.

4. That the duplication of material in the "Trade and Commerce" and "Trade and Navigation" Reports be eliminated.

5. That consideration be given to some scheme for the better determination of the destination of exports.

6. That comparative statistics of wages in Canada and the leading countries competing with her be prepared and classified according to trades.

7. That the Post Office Department be requested to keep separate account of the revenue received from the carriage of each class of mail matter, as well as the weight of such matter and the expense involved in its carriage.

8. That an accurate report be made by the Labour Department of all industrial accidents, fatal as well as non-fatal, showing the cause of same, the duration of disability, etc., with the idea of furnishing data upon which reasonable compensation insurance rates could be built up.

9. That the Reports of the Superintendent of Insurance be issued as soon as possible after the close of the calendar year, and in any event not later than the 1st of May.

10. That the statistics compiled by the Department of Railways and Canals be enlarged in scope so as to show among other things:—

(*a*) The average number of miles per day cars are moved.
(*b*) The percentage of loaded mileage and the percentage of empty mileage.
(*c*) The number of ton miles.
  (i) Per car mile.
  (ii) Per car per day.
(*d*) The average daily earnings.
  (i) Per car owned.
  (ii) Per car owned on line.
  (iii) All cars on line.
(*e*) Cars in freight service per mile of line.
(*f*) Average receipts per ton per mile from freight carried in carload lots.
(*g*) Tractive power of locomotives.
(*h*) Ratio of railway mileage to population by Provinces.
(*i*) Operating expenses per mile of road, by divisions.
(*j*) Disposition of net corporate income so as to show amounts set aside

  (i) For dividends.
  (ii) For construction of new lines (which should be charged to capital account).
  (iii) To cover deficits in weaker lines under lease.

11. That a General Index be prepared each year for all Government Blue Books so as to make their contents more accessible to the public at large.

Regina Disaster.

When news was received of the terrible calamity that befell the city of Regina on Dominion Day, a meeting of your Committee was hurriedly called to consider what action the Association should take towards the relief of suffering caused thereby. The funds of the organization not being available for such a purpose, it was decided to open at once a Manufacturers' Subscription List, and the Secretary was instructed to see that all members east of the Great Lakes were given an opportunity to contribute.

As a result of a quick campaign, ably supported by the press, who gave it every publicity, over $18,000 was raised. Of this amount $2,500 was wired so that it might be available for immediate necessities. The situation was then canvassed personally by an officer of the Association, who made sure that the relief work was being properly organized, and on his report a further sum of $12,000 was paid over to the City Treasurer of Regina. The balance not being actually required was held in the treasury pending a decision of the subscribers as to its disposition.

The cause was certainly a worthy one and it gave your Committee real pleasure to observe the readiness with which their appeal for funds was met. In addition to what was subscribed through the Association, about $9,000 was sent by manufacturers direct. That this practical manifestation of sympathy was warmly appreciated in the West is fully attested by the tenor of acknowledgments received, as well as by complimentary references made to it in the press.

Simplified Form of Government.

The most important matter that your Committee has had to deal with during the year has been to evolve a scheme which would provide the Association with some simpler form of government, by means of which its efficiency would be enhanced without taking the control too much out of the hands of the general membership. This problem, it will be remembered, was briefly discussed at last year's Convention as the result of some suggestions offered both by the retiring President and by the Secretary. While it was received with some measure of favor, the need for proceeding with great caution was pointed out by members of many years' standing who inclined to the view that the system which had enabled the Association to make such remarkable progress was not one to be lightly amended.

The matter has engaged the attention of your Committee at several meetings, in addition to which it has been frequently discussed with private members as the opportunity offered. The suggestions which follow, therefore, are not the result of hasty consideration, but of careful thought, and it is hoped that they will be treated accordingly, even should the meeting be unable to voice its acceptance of them at this time.

First of all it may be in order to recite some of the conditions which seem to point to the desirability of a change.

1. The present system whereby everything is done under the supervision of Committees, reporting to the Executive Council, necessitates an amount of clerical work that seems unduly large in comparison with the results achieved. To describe the situation in detail would require more time than is at the disposal of your Committee, but it may be sufficient to state that notices are sent out each month to numerous members and ex-officio members of Committees who seldom or never attend. In preparation for these meetings lengthy statements have frequently to be prepared in sufficient quantities to insure every member receiving a copy. When the meeting is over the minutes have to be recorded, and subsequently boiled down and synopsized for report to the Executive Council, and again a sufficient number of copies have to be prepared to supply an average attendance of forty. After the Council meeting, these reports are further boiled, stewed and skimmed off so as to bring them into proper shape for publication in INDUSTRIAL CANADA, and by the time they are reduced and extracted so as to make them presentable to the Annual Meeting they are in tabloid form, to be swallowed whole. These processes load the office up with work of a cumbersome character, frequently at a time when the efforts of the staff might with much better advantage be directed along other lines.

2. There is sometimes a tendency, as things are now constituted, to pad agenda papers. Each Committee is expected to report each month to the Executive Council. It cannot report without a meeting, and when a meeting is called some of its members have to travel considerable distances in order to be present. In fairness to these men the programme of business should always include items of importance, and in order that they may not be disappointed it is sometimes necessary for the staff to go on an exploring expedition simply to find material suitable for discussion at that time. In this way their energies are temporarily directed towards matters that are not of immediate importance, while questions of real urgency falling within the purview of some other committee are for the time being neglected.

3. From a desire to recognize as far as possible both trades and localities, all Committees, and particularly the Executive Council, have been added to until they have grown unwieldy. The latter, including elective and ex-officio members, now numbers over 160. A good average attendance would be 40, so that theoretically it would be possible to have four consecutive meetings of the Council with no single member present at more than one meeting. In practice of course such a complete change of personnel does not obtain, but the tendency in that

direction is accentuated by reason of the fact that the Council occasionally meets in Montreal, Hamilton, or some other place outside of Toronto. Under these circumstances it becomes increasingly difficult to ensure continuity of attendance and of policy. Moreover, with forty present, it is no easy matter to get through with all the business that has to be disposed of at each meeting on account of the length to which discussions are someimes necessarily protracted.

4. Departmental Managers are unduly hampered in their movements by reason of the fact that they are required to be at Head Office for two fixtures each month, one the meeting of their Committee and the other the meeting of the Council. It is in the interest of efficiency as well as of economy that these officials should be able to plan their movements with greater freedom.

5. A great deal of the time of Committees and of the Council is taken up with the transaction of routine business. Before the matters embraced within this category can be presented for consideration they must first be prepared by the staff in conformity with certain well-defined practices, after which their adoption is largely a matter of form. If we are dependent upon paid officials for the preparation of such work why not place upon them the responsibility for its correctness without burdening the time of Committees and of the Council with its further consideration?

6. The present form of procedure does not conduce to promptness of action, and it frequently happens that action is useless if it is not prompt. In cases of real emergency the Advisory Committee is sometimes willing to assume responsibility, but the general practice is to leave it for the Executive Council at its regular monthly meeting to voice the opinion of the Association on any matter in which we as manufacturers may be interested. This, we believe, is a weakness which ought to be remedied.

As against these criticisms, the thought naturally suggests itself that a system which has brought the Association to its present efficiency must possess a good deal of merit. Unquestionably it does, but just because it has enabled us to make satisfactory progress in the past is no reason why it should not now be improved if it is really shown to be capable of improvement.

It should be remembered that the form of government under which we are operating was devised for an organization of less than two hundred members. Its entire staff consisted of a secretary, a stenographer and an office boy. The harvest of work awaiting its attention was plenty, but the paid laborers were necessarily few and the services of volunteers had to be requisitioned to accomplish any real results. By enlisting members for such work, the Association was materially strengthened, for interest was aroused and an *esprit de corps* created that has ever proved exceedingly helpful. The policy of the Association towards many of the leading questions of the day was not then very well defined, and in the counsel of large Committees there was much wisdom.

But it is a far cry from a membership of 200 to one of 2,700. Even by the most extravagant inflation of committees it would not be possible to assign more than one-tenth of our present membership to definite service. Nor would there be any object in doing so, because of the fact that our revenue now enables us to engage an expert staff adequate to our needs. Our policies are reasonably well defined, there are years of precedent to guide us, and consequently there is not the same need for large and frequent meetings.

Plan of Re-Organization.

The plan of re-organization which your Committee beg to suggest as suitable for the conduct of the Association at this stage of its development is by no means revolutionary. The principal objects which they have striven to obtain were simplicity and effectiveness, and while perhaps the appearance at least of popular government has to some extent been modified, it will be observed that the real control is still vested in an elective council.

Briefly stated, the recommendation of your Committee is that the Association should provide itself with a small Board of Directors, numbering from eight to ten at the most, of whom the President and Vice-President of the Association would be Chairman and Vice-Chairman respectively, the others to be chosen from among the members of the Executive Committee. They would meet at least once a month, oftener if necessary, to receive reports from all departmental officers, to supervise most of the work now looked after by the Finance, Reception and Membership, Industrial Canada and Commercial Intelligence Committees, and to discharge some few of the duties now allotted to other Committees. In the selection of the men who would constitute this Board your Committee feel that locality and trade interest might be recognized as far as would be consistent with the effective handling of Association work. Its regular place of meeting should be the Head Office of the Association, with provision for occasional meetings at other points as might be agreed upon by the Board from time to time. The centralization of authority in a small body of this kind would ensure a greater measure of co-ordination among the various departments of Association work, while the close watch that would be kept over every branch of the service would ensure more uniform efficiency. Ability and willingness to attend regularly should be prime considerations in the selection of these men.

It is not the thought of your Committee that any of the Standing Committees should be dispensed with, unless perhaps it were the Finance Committee, for one of the first duties of a Board of Directors would naturally be to supervise finances. The others would all be retained in an advisory capacity to define policies and to plan campaigns. By relieving them of practically all the routine that they now have to deal with, they would not require to meet nearly so frequently, and when they did it could be at a time when material was ready for their consideration, thus ensuring profitable discussions and maintaining interest throughout.

Some of these Committees might well be sub-divided and specialized. For example, it is absurd to suppose that the Parliamentary Committee can do justice to all legislation affecting the interests of manufacturers at Ottawa and the various Provincial capitals. Separate Committees on Legislation for each of the Provinces would seem to be essential, while in federal matters we might with advantage have separate Committees on Immigration, Banking and Currency, Patents, Coyprights and Trademarks, Postal Affairs, etc. During the past year we have had a special committee on Workmen's Compensation. We might with equal advantage have had special committees on Company Law, Insolvency, and other subjects falling within the jurisdiction of the Provinces. These Committees might report at their discretion to the Executive Council, but should not be under obligation to report more frequently than once a year at the Annual Meeting.

With the bulk of the Association's work taken care of in this manner, it should not be necessary for the Executive Council to meet more frequently than once in three months. When it did meet there could be prepared, and distributed in advance for its information and approval, synopses of the work of the various departments as well as reports from those committees whose work was sufficiently advanced to make such action desirable. There would, of course, be reserved for the ruling of the Council all questions of policy with which the Board of Directors did not feel itself competent to deal. Provision should be made whereby a meeting of the Council might be called at any time on the written request of ten

members; so that in the event of there being the slightest need to review the action of the Board of Directors the desired opportunity would be afforded.

Your Committee feel that the size of the Council might with advantage be reduced, first by making the basis of election one in fifty, instead of one in twenty-five, and second by reducing the number of ex-officio members.

Further, with the likelihood that it would meet only three times a year, it might be well to appoint members for a three-year term, one-third of the membership to retire each year and to be eligible for re-appointment.

A resolution favoring the purport of the changes herein outlined will be submitted for your approval in the report of the Resolutions Committee which is to follow. Providing it is adopted by the meeting, the task of re-casting the by-laws so as to give effect to the spirit of the resolution might be left in the hands of your incoming Advisory Committee for report to a Special General Meeting of the Association to be called hereafter.

All of which is respectfully submitted.

G. M. Murray, *General Secretary.*

R. S. Gourlay, *Chairman.*

Stenographic Report of Proceedings

Continued

Mr. Rowley: Mr. President, I have the pleasure to ask you to receive Mr. Kirby, representing the National Association of Manufacturers and ask him to have a seat on the floor of the house.

Mr. Kirby was called to the platform.

Mr. Gourlay: One of the weaknesses of our constitution is in connection with our Council; until they meet they have no knowledge or opportunity to consider the matters that are to come before them for consideration. This is to obviate that.

Mr. President, I have pleasure in submitting this report and respectfully moving its adoption.

Mr. Hobson: I have pleasure in seconding the adoption of that report and I would suggest that the resolution referred to at the close of the report be now submitted.

Mr. Harris: I second that.

The President put the motion which, on a vote having been taken, was declared carried.

Mr. Gourlay then read the resolution as follows:

The Resolution.

Whereas, it is desirable in the interests of efficiency that our organization should be provided with a form of government that will afford the widest possible scope to our activities compatible with thoroughness, and that will at the same time conduce to the maximum of achievement;

And Whereas, it is apparent that our basis of government as defined in the by-laws, while admirably suited, no doubt, to the needs and activities of our Association in its earlier days, necessitates a procedure that is year by year becoming more cumbersome, and that not only precludes at times that promptness of action so essential to our cause but frequently require the energies of our staff to be directed upon work of an unproductive character;

And Whereas, it would appear to be entirely feasible to amend our present system in the direction of greater simplicity, greater effectiveness and greater thoroughness without prejudice to the control of Association affairs by the general membership;

Therefore, be is Resolved, that the Chairmen for the ensuing year of all Standing Committees and all Branches, together with the General Officers of the Association and all past Presidents, be constituted a special Committee to redraft the Association by-laws, in such a manner as will in their opinion give effect to the spirit of this resolution: that they be requested to report their recommendations in due course to the Executive Council, whose duty it shall be, after passing upon same, to file with the Secretary notice of motion to amend the by-laws in conformity therewith, at the same time fixing a place and date for the calling of a special general meeting of the Association at which said amendments may be considered and acted upon.

I have pleasure in moving this resolution.

Mr. Rowley: I second that.

Mr. Booth: I have pleasure in speaking in its favor. It is owing to the re-organization which took place some years ago that we are where we are to-day. It is not to be supposed that a membership of 135 was suitable for an Executive Committee of 160, and re-organization is what we live by. A year or two ago we had re-organization of the membership fees. Last year we had a revenue from that of about $35,000, and taking it up to the 1st of August our Membership would show an increase of $46,000. That is another thing for re-organization, and we are not through yet, and I am quite satisfied with the thought that has been given to us by the Advisory Committee, and especially the assistance we have had from our Secretary, Mr. Murray, I am satisfied that that is the basis of what will prove to be another onward step in the Manufacturers Association.

Mr. Harris: Is it wise, even with the officers going into the matter as they have, to spring a resolution of this kind, and inside of three minutes pass it, whereby the whole order of management is changed? Mr. Booth, speaking of re-organization of the different departments, refers to the rates which shows clearly we had to have re-organization there, but the success of this convention goes to show clearly we are not just as ready for re-organization in the management of the Association as that resolution goes to show. We have been very successful and are, and it strikes me that if we carry this resolution and a board of directors is appointed, a few men will be controlling the interests of the Association, and if we met once in three months that spirit that is now displayed at meetings of the Executive Council will not be as strong and active in the interests of the Association as it is to-day. If you lose this *esprit de corps* you lose the very heart of the work of the Association and the West, which has been increasing at an enormous rate in the last ten years, I believe 117 per cent. We have got to look after it in the future, and the way to do it is to make each individual feel he is part of the Association. I remember very well when I first came in the Association, I paid my annual fee for a long time and I never had much to do with the Association, and I wondered what I was paying this money in for. I know there are associations where the members do not come in touch frequently with one another, and what is the result? They go back. By not coming in contact with one another you lose that interest and you don't go to it, you get out of touch with it, and I think we should give it a good deal more consideration than to make a snap verdict as we are called on to do at the present time.

Mr. Phillips: Read Industrial Canada.

Mr. Harris: Yes, we read that, too, and the ads. It has been mentioned if we met once in three months it would be enough. That is, a copy of the report would be sent to each of the Committee so that they could thoroughly digest it before they came to the meeting of the Council. There are frequently and very frequently cases where it is not wise to let the information get out so that the press can predigest it also and have it hashed up before ever your Council meet. Take any of your Committees, I know it to be a fact that there are lots of times when it would be absurd and foolish

to let the general public get the information, because they will get it, I don't care how carefully you send it out to 40, 50 or 60 men. I am of the opinion that the matter should be deferred for fuller consideration than can be given in the few minutes we have here when the members do not want to get on their feet and say what they think.

Departmental Work.

The President: I think if the members had studied INDUSTRIAL CANADA and had taken notice of what had been done a year ago they would have seen all this coming and could have been prepared to deal with it at this time or make up their minds whether they wanted it or not. The whole thing is simply to boil down and get our work done with less labor, and we are all trying to do that in our own business. It is to reduce the labor and the amount of work that is placed on the members who have really not the time. I think there are very few who realize the work that certain members of the Executive Committee and the Chairmen have to do, and which is not any better and is not as well done as if done by the regular staff. We don't take the control of the Association out of the members' hands in any way, we simply do the departmental work by departmental clerks, which is simply a business proposition. When it comes to deciding anything the members decide it as they always have done.

Committee Will Report.

Mr. Hobson: We are not dealing with this matter finally to-day; it is referred to a Committee and that Committee is to report to us and it is then up to the Association to say whether they want to take that report or not.

Mr. Harris: That report of the Advisory Committee should be amended. As I understand it if you adopt this resolution when the Committee report you have got to adopt it.

Mr. Hobson: No.

Mr. Harris: Just read it. Another point, I have attended a few meetings and I have known where the reports have been very far from correct. You take the Legal Secretary and you can't expect him to know everything about the labor question. By coming in contact with different members and exchanging views you get ideas that put you right and you get better legislation.

The President: This whole matter is out of order; this thing has been passed. If it is the wish of the meeting to open it up again well and good.

Mr. Harris: When was it passed?

The President: The motion was carried.

Mr. Harris: When?

The President: Before you rose to your feet.

Mr. Harris: If you want to do that star chamber kind of business go ahead.

Mr. Henderson: So far as I understand it Mr. Harris wants further consideration. I would like to know whether a matter of this kind is going to get as full a discussion here as it will before a meeting of the Executive Committee. It has to run the gauntlet of the Executive Committee and after it is boiled down there a special meeting is to be called, and if the members of the Association take exception to it I certainly think they would take enough interest in the organization to come out and vote on anything of the kind. In a full meeting of this kind until you get details of what you are going to do it is impossible to discuss it. I am sure my friends wants to see discussion on it but he certainly wont get it in this meeting until we have the actual details of what the Committee recommend.

Mr. Gourlay: I don't think Mr. Harris realizes the fact that this recommendation is practically going to put more labor upon the general membership than the present system of doing business. We are only eliminating or only suggesting the elimination of some of the minor committees and are suggesting the appointment of large responsible committees to deal with specific matters of great importance in our developing nationality, and there will be definite work done as in the past, and all that is done will have to come before the Council, and the whole recommendation of the Advisory Committee will have to come before a full meeting of the Association after coming before the Council and be altered or changed or adopted as the membership desire.

Mr. Cockshutt: If you get that resolution of the Committee, Mr. Harris, and read it over you would find you would understand it differently.

Mr. Harris: Doesn't the resolution say if we appoint the Committee we approve of the change?

Mr. Cockshutt: No. If Mr. Gourlay will read that resolution again I think you will see it differently. The gentlemen from outside of Toronto are being considered by the report that is being brought in.

Mr. Booth: I think what Mr. Harris refers to is the report itself.

Mr. Gourlay re-read the resolution.

Mr. Harris: You are adopting that nevertheless.

Mr. Rowley: As seconder of that resolution and as a man who has been a long time on the Executive Committee, and as Vice-President and President and as one who has attended a good many of these meeting I am heartily in support of it. The only suggestion that I think might be made perhaps is that when this Committee has drafted out a plan for re-organization that before the general meeting is called copies of the draft of their suggestions might be sent to the members so that when they come to this meeting which will have to be called they will then be prepared to discuss it, and I don't think anyone can then complain. As for anybody being excused, I don't think any man who wants to make himself useful will be turned off any Committee, and I don't think any Committee will object to any useful member being added to their number, so I don't see how anyone in this Association can be injured in any way.

The President put the motion which, on a vote being taken, was declared carried.

Mr. Harris: Not unanimous. You will find what I say is correct.

The President: To meet the views of Mr. Harris and to make sure of the passage of this resolution I will ask all those in favor of it to stand.

The members stood and the motion was declared carried.

Mr. Harris: You will find you are making a mistake. There are institutions where it has developed that the affairs have gotten into the hands of the executive, and it is a three or four or five or six men institution and it is in Toronto.

Playing to the Gallery.

The President: I have this morning received a telegram from the *Grain Growers' Guide* of Winnipeg with regard to the question of increased British preference. This telegram many of you have already seen published in the press, as it was apparently circulated in this way before I had received it. This telegram purports to speak for the Grain Growers of the West but as a matter of fact it is signed only by the *Grain Growers' Guide*, a publication issued in Winnipeg. The telegram reads as follows:—"The western grain growers are anxious to know if the Manufacturers Association is willing to join hands with them in an effort to bind Canada closer to the Motherland by urging the Government to reduce the tariff on British Imports to one-half that charged on American imports with a view of complete free trade with the Motherland in ten years. The Grain Growers feel that this would be a tangible form of showing their patriotism and would develop a much greater trade with the Motherland

and thus strengthen the ties of Empire, and show the world that Canada's loyalty to the Motherland is deep and abiding and not merely words. It would also show the world that Canada stands behind the Motherland to uphold the traditions of the Anglo-Saxon race and keep the Union Jack in the proud position it has held for a thousand years. Such an action would also be undoubted proof that Canada has no desire for political union with the United States.

"Would you kindly bring this matter before your annual convention now in session in Ottawa and ascertain if the manufacturers present are willing to join hands with the grain growers in this Imperial scheme.

"(Sgd.) *The Grain Growers' Guide.*"

It is somewhat typical of much of the discussion with regard to fiscal questions that it is apparently thought possible that the whole fiscal policy of the Dominion can be changed by the ready means of a night lettergram. The affairs of a nation are so complex and each industry has such problems of its own to deal with that it would be a bold man indeed who would suggest any such radical change with regard to a single industry on the judgment of an overnight lettergram. When it comes to a resolution embracing every industry and every producing interest in the Dominion it will be seen how impossible it is for any sane man to give such snap judgment. The attitude of our Association with regard to a protective tariff and with regard to the British preference is well understood. If, however, any body of men actually representing the great agricultural interests of Canada desires to have a conference with this Association with a view to improving and furthering the interests of Canada as a whole I feel sure that we will be glad to meet with them.

The Manufacturers' Reply.

I have, therefore, prepared the following answer to this message, which I will read to you and which I trust will meet with your approval:—

The Grain Growers' Guide,
Winnipeg, Man.

The Association acknowledges the receipt of the message from the *Grain Growers' Guide* dealing with two questions—First, Canada's loyalty to the Motherland; Second, the question of a larger preference on British goods.

Our Association believes that all Canadians, regardless of their calling, are doing what they can to promote the feeling of loyalty and closer union between all parts of the British Empire.

The attitude of the C.M.A. on the British preference has been set forth in resolutions adopted after long and careful consideration of the varied interests involved. It believes that no adequate consideration of such a sweeping proposal as that embodied in your telegram received only this morning in the closing hours of the convention, is possible. If any organization or organizations representative of all the great producing interests of both the middle and the farther West desire a conference on any matter looking to the advancement of Canada as a whole or as an integral part of the British Empire, this Association will gladly co-operate.

(Sgd.) N. Curry, *President.*

Now, gentlemen, this matter has been very carefully considered by the Advisory Committee and I would suggest, if it meets with your approval, that this be passed without discussion. (Applause).

The Association confirmed and assented to the forwarding of the telegram as prepared by the President.



Keeping it Going

TARIFF COMMÉE



Stenographic Report of Proceedings

Continued

The President: We will now take up the report of the Tariff Committee.

Mr. Gourlay: As the Chairman of the Tariff Committee is not present and as the report itself deals practically with a summary of the work done in regard to specific matters under the tariff, I would move, sir, at this late stage in the proceedings of the convention, that the Tariff Committee's report be taken as read.

Mr. Hobson: I have much pleasure in seconding that.

The President put the motion which, on a vote having been taken, was declared carried

REPORT OF THE TARIFF COMMITTEE

DURING the past year your Tariff Committee have had under consideration a large number of questions which, with the exception of legislation pertaining to the creation of a Tariff Commission and the Reciprocal Trade Agreement between Canada and certain West India Colonies, related chiefly to interpretations of the Tariff and the proper appraisement of goods for Customs purposes.

Tariff Commission:

At the Convention held in Toronto last year a resolution was passed favoring the appointment of a Tariff Commission. Contrary to statements made in certain quarters this action was not taken with a view to obtaining a general revision of the tariff upwards, but with the idea that the manufacturers had nothing to fear from a thorough investigation by such an independent tribunal into the conditions of production in Canada. On the other hand the manufacturers were satisfied an investigation would establish that the progress of the country could only be maintained by the various interests such as agriculture, fishing, lumbering, mining and manufacturing, being afforded adequate protection, thereby encouraging the investment of capital and ensuring the employee a commensurate wage for his labor. A bill authorizing the appointment of a Tariff Commission was submitted by the Government to Parliament which, after a lengthy debate, was amended and passed by the House of Commons, but was not agreed to by the Senate.

West India Agreement:

On the 9th of April, 1912, an agreement was entered into between the Government of the Dominion of Canada, represented by Hon. George E. Foster, Minister of Trade and Commerce, Hon. W. T. White, Minister of Finance, and Hon. J. D. Reid, Minister of Customs, and the Governments of Trinidad, British Guiana, Barbados, St. Lucia, St. Vincent, Antigua, St. Kitts, Dominica and Montserrat, which provided that:

"1. On all goods enumerated in Schedule A, being the produce or manufacture of Canada, imported into any of the above mentioned Colonies, the duties of Customs shall not at any time be more than four-fifths of the duties imposed in the Colony on similar goods when imported from any foreign country; provided that on flour the preference in favor of Canada shall not at any time be less than 12 cents per hundred pounds.

"Schedule A.

"Schedule of Canadian goods to enjoy the benefits of the Customs Preferential Tariff when imported into the colony:—

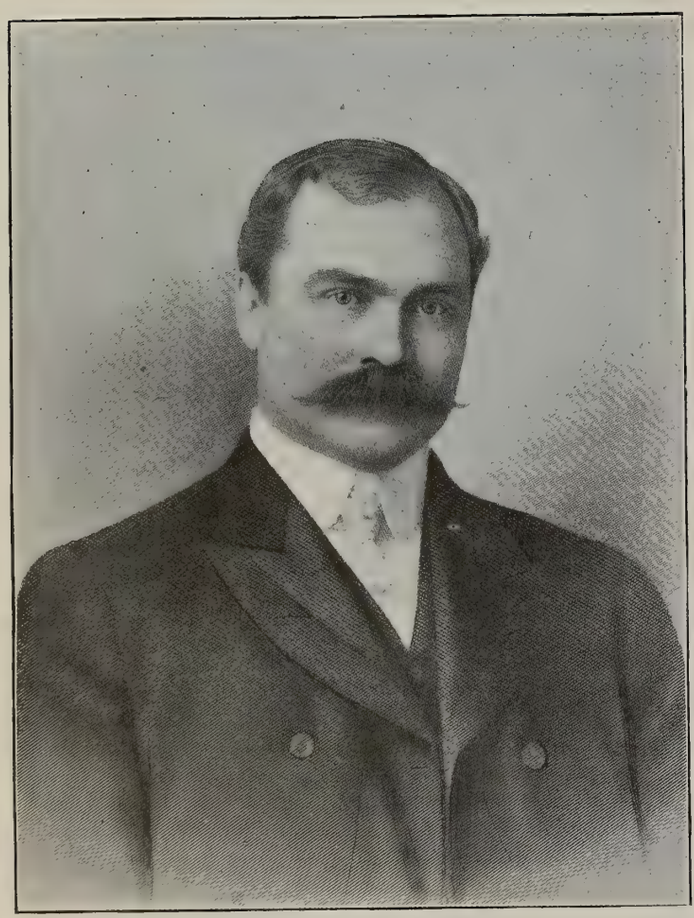
"Fish, canned, dried, salted, smoked, or pickled.
"Meats, salted, cured or canned.
"Meats, fresh and poultry (dead).
"Wheat flour.
"Indian meal.
"Rolled oats and oatmeal.
"Cereal foods.
"Bran and pollard.
"Bread and biscuits of all kinds.
"Oats.
"Beans, and peas whole or split.
"Coal, bituminous.
"Butter.
"Cheese.
"Lard.
"Hay.
"Horses, cows, oxen, bulls, sheep, swine, and poultry (living).
"Brooms and brushes.
"Boots, shoes and slippers;
"Cordage.
"Agricultural machinery and implements of all kinds.
"Iron and steel nails, spikes, rivets and clinches.
"Wire (including barbed wire), woven wire fencing, and metal gates.
"Machinery (including motor and other engines), steam boilers, electric machinery, and electric dental appliances of all kinds.
"Vehicles, including automobiles and motor cars.
"Manufacture of India rubber.
"Paints, colours and varnishes.
"Paper of all kinds and manufactures of paper.
"Vegetables of all kinds, including potatoes, onions, and canned vegetables.
"Soap.
"House, office, cabinet, or store furniture of wood, iron, or other material, including cash registers, coffins, caskets, casket robes and linings, and casket hardware.
"Planks, boards, deals, joists, scantling, shingles, shooks, staves and heading.
"Doors, sashes and blinds.
"Pianos and organs.
"Starch.
"Trunks, valises, travelling and tool bags, and baskets of all kinds.
"Cement.
"Glass bottles, lamps, lamp chimneys, and table glassware.
"Nickel-plated, gilt, or electro-plated ware.
"Calcium carbide.
"Linseed oil cake and linseed oil cake meal.
"Fresh fruits.
"Canned and bottled fruits.
"Condensed milk.

"2. On all goods enumerated in Schedule B, being the produce or manufacture of any of the above-mentioned Colonies, imported into the Dominion of Canada, the duties of Customs shall not at any time be more than four-fifths of the duties imposed on similar goods when imported from any foreign country; provided:

"2 (*a*) That on raw sugar not above No. 16 Dutch Standard, in colour, and molasses testing over 56 degrees and not over 75 degress by the polariscope, the preference in favor of the Colony shall not at any time be less than 4½c. per 100 lbs., and for each additional degree over 75 degrees the preference shall not be less than ½c. per 100 lbs.

"Schedule B.

"Schedule of West Indian products to enjoy the benefits of the Customs Preferential Tariff when imported into Canada:—



MR. W. K. GEORGE
Standard Silver Co., Limited, Toronto
Chairman Tariff Committee 1911-1912

"Sugar, molasses and syrups.
"Shredded sugar cane.
"Fresh fruits of all kinds.
"Cocoanuts.
"Asphalt and manjak.
"Coffee.
"Cotton, raw, cotton seed and cotton seed meal.
"Cotton seed oil.
"Rice, uncleaned, rice cleaned, and rice flour and rice meal, and rice bran.
"Petroleum, crude.
"Oils, coal and kerosene, distilled, purified or refined petroleum.
"Copra and cocoanut oil.
"Rubber, raw and balata.
"Bulbs.
"Logwood and logwood extract.
"Annatto.
"Turtle shell, unmanufactured.
"Ginger, nutmegs and spices, unground.
"Arrowroot.
"Salt.
"Sponges.
"Vegetables, fresh, of all kinds.
"Tapioca and cassava.
"Tapioca and cassava flour.
"Honey and beeswax.
"Oils, essential, including bay oil and otto of limes.
"Tamarinds, fresh or preserved.
"Cattle food containing molasses.
"Peanuts and kolu nuts.
"Diamonds, uncut.
"Timber or lumber of wood not further manufactured than sawn or split.
"Timber or lumber of wood, dressed.
"Vanilla beans.
"Bay leaves.
"Papaine.
"Lime juice, fruit syrups, and fruit juices, non-alcoholic.

"2 (b) On all goods enumerated in Schedule C hereto, being the produce or manufacture of any of the above mentioned Colonies, imported into the Dominion of Canada there shall be no duties of customs; but on the like goods, when imported from any foreign country, the duties of customs shall not be less than those therein set out.

"Schedule C.

"Duty when imported from any foreign country into Canada.

"Goods.	Duty.
Cocoa beans, not roasted, crushed or ground	Not less than 75c. per 100 lbs.
Lime juice, raw and concentrated, not refined	Not less than 5c. per gallon.
Limes, fresh	Not less than 10 per cent. ad valorem.

"2 (*c*) The Act of Parliament of Canada entitled 'An Act respecting duties of Customs' assented to on the 12th day of April, 1907, as amended by Chapter 10 of the Acts of the Parliament of Canada, 1909, shall, in addition to the amendments necessary to give effect to the foregoing provisions of this section, be amended as follows—

"(1) Tariff item 135 c to be repealed.
"(2) Tariff item 137 a to be repealed.
"(3) So as to provide that upon arrowroot the produce of any of the said Colonies imported into the Dominion of Canada the duties of Customs shall not exceed fifty cents per hundred pounds.

"2 (*d*) It is understood that the Canadian Customs tariff item 135 b shall not be affected by section 2 of this agreement before the end of December, 1914, when the said tariff item expires, and that the said tariff item shall not be thereafter continued while this agreement is in force. It is also understood that in determining the rates of duty payable on goods under said section 2 the rates provided for in said tariff item 135 b shall not apply.

"3. The concessions granted under section 2 by Canada to any of the above-mentioned Colonies shall be extended to all the other Colonies enumerated in Schedule D for a period of three years from the day on which this agreement shall come into operation, and at the end of such period of three

years such concessions to the other Colonies may cease and determine as respects any of the said Colonies which shall not have granted to Canada the advantages set forth in section 1.

"Schedule D.

"Colonies to enjoy for a limited time benefit of agreement with Canada:

Bahamas.
Bermuda.
British Honduras.
Grenada.
Jamaica.
Newfoundland.

"4. The Governments of any of the above-mentioned Colonies may provide that to be entitled to the concessions granted in section 1, the products of Canada shall be conveyed by ship direct without transhipment from a Canadian port into the said Colony or by way of one of the other Colonies entitled to the advantages of this agreement.

"5. The Government of Canada may provide that, to be entitled to the concessions granted in section 2, the products of any of the above-mentioned Colonies shall be conveyed by ship direct without transhipment from the said Colony or from one of the other Colonies entitled to the advantages of this agreement into a sea or river port of Canada.

"6. Provided that should the discretion herein granted be at any time exercised by the Government of Canada, provision shall be made in all contracts entered into with steamships subsidized by the Dominion plying between ports in Canada and ports in the Colonies, which are parties to this Agreement, for an effective control of rates of freight.

"7. This Agreement shall be subject to the approval of the Parliament of Canada and of the Legislatures of the abovementioned Colonies, and of the Secretary of State for the Colonies, and upon such approval being given it shall be brought into operation at such time as may be agreed upon between the contracting parties by a Proclamation to be published in the *Canada Gazette* and in the official Gazette of each of the said Colonies.

"8. After this Agreement shall have been in force for the period of ten years it may be terminated by any one of the parties thereto (in respect of such party), at the end of one year after the day upon which notice shall have been given by the party desiring such termination."

The above agreement follows largely the draft agreement submitted in 1910 by the Royal Commission on trade relations between Canada and West Indies, which had as its chairman the Right Hon. Lord Balfour of Burleigh. Canada was represented on that Commission by the Hon. W. S. Fielding, Minister of Finance, and the Hon. William Paterson, Minister of Customs. Since 1898 the products of the British West Indies have enjoyed a preference in Canada, but importations of Canadian products into said Colonies have not been accorded any tariff concession. The preference heretofore granted by Canada has materially benefited the British West Indies. This was especially noticeable when the United States-Cuban Treaty became law. Under that Treaty the United States conceded to Cuban products a preference of 20 per cent., which compelled the producers in the West Indies to look for other markets.

The list of articles of Canadian production or manufacture enumerated in Schedule A is practically the list that was furnished to the Royal Commission by the Secretary of our Association. It includes nearly all the principal articles now imported into British West Indies from Great Britain, United States and Canada. The preference provided for should throw a large portion of the trade towards Canada, especially in regard to such items as flour, fish and lumber.

As each Island has its own tariff, the Manager of the Tariff Department will be pleased to answer by mail any enquiry received concerning duty payable on shipments of Canadian products to these Islands.

Respecting articles enumerated in Schedule B, on which Canada will grant a preference, the following will be the chief importations from the various colonies:—

Trinidad—Cocoa, sugar and cocoanuts.
St. Vincent—Arrowroot, sugar and cocoa.
Barbados—Sugar and molasses.
British Guiana—Sugar, cocoanuts and cocoa.
St. Lucia—Sugar and cocoa.
Leeward Islands—Sugar, molasses, cocoa and limes.

Sugar is the chief article of import covered by the Agreement. The preference provided for need not equal that now granted by Canada. Calculating the duty payable on the basis



R. W. BREADNER
Ex-Manager of the Tariff Department.

of raw sugar testing 96 degrees by the polariscope the preference must not be less than 15c per 100 lbs. Provision is also made for the repeal of the items in the present tariff under which a certain percentage of foreign raw sugar can now be imported at preferential rates. As one of these items was enacted for the purpose of controlling the price of preferential sugars, it may be assumed that the West Indian planter will, under the Agreement, take full advantage of the preference allowed whatever that may be. The adoption of the Agreement will not prevent Parliament having a free hand in revising the duties payable on sugar whenever such may be deemed necessary.

Cocoa is the second article of chief importance to the Canadian importer. As the Agreement provides for duty on cocoa beans imported from foreign countries, this should

necessitate a readjustment of the Canadian Tariff on cocoa products, as importations of foreign cocoa beans will have to be made regardless of the duty payable thereon.

The reduction in the rate of duty payable on arrowroot should benefit the consumer in Canada as well as the producer in St. Vincent.

Your Committee is pleased to note that the concessions granted on importations into Canada will be extended to a number of other Colonies that have not yet been able to see their way clear to subscribe to the Agreement. It is understood the Agreement has been passed by the Legislatures of the Colonies concerned and now awaits the approval of the Canadian Parliament and Secretary of State for the Colonies.

Duty on "Sized" Lumber.

Early last fall a question arose respecting the tariff classification of "sized" lumber and an appeal against the free admission of such lumber was taken by persons interested to the Board of Customs. On the 3rd of November, 1911, the Board declared that "Sawn planks, boards, joists, scantling, studding and other lumber of wood dressed on one side, when also dressed wholly or partially on one edge, is dutiable at 25 per cent. *ad valorem* under the General Tariff on importation into Canada." This declaration did not affect the free admission of lumber "sized" by being re-sawn. In order to obtain a legal interpretation of the tariff covering such "sized" lumber, the question was referred to the Exchequer Court by the Honourable the Minister of Customs, and on the 12th of June last judgment in said Court was given by Mr. Justice Cassels to the effect that lumber planed on one side and "sized" by a further process than ordinary mill sawing, will be subject to duty on importation into Canada from the United States at the rate of 25 per cent. An appeal from this decision has been taken to the Supreme Court and it is expected the case will come up for hearing at an early date.

Re Importation of Wood Pulp into the United States.

In respect to wood pulp imported into the United States, which is the product of wood cut in part from Crown lands and in part from private lands, the percentage of each must be shown in the sworn statement presented on the Customs entry of the wood pulp. This is in accordance with Treasury Decision No. 26,804.

Importations from Japan.

Goods produced or manufactured in Japan will not be allowed entry at Treaty rates if conveyed without transhipment by steamer calling at a port in British Columbia, thence to a port in the United States and there landed for transportation to points in Canada.

Tariff Classification of Japanese Silks Dyed in France.

Japanese silks dyed in France and afterwards exported to Canada direct from France or from the United Kingdom are not entitled to entry in Canada at French Treaty rates, for the following reasons:—

First—They cannot be treated as the manufacture of Japan because they were not completed in Japan in condition as finally exported to Canada.

Second—They are not entitled to entry under the French Treaty as the manufacture of France, because less than 25 per cent. of the cost of production was produced in France.

Cement.

The following is a certified copy of a report of the Committee of the Privy Council that was approved by His Royal Highness the Governor-General on the 8th June, 1912:—

"On a Memorandum, dated 8th June, 1912, from the Minister of Finance, stating that from information which has reached him from reliable sources there appears to be a serious shortage at various points in the Dominion in the supply of cement required for building, paving and other uses, and that in consequence heavy business loss and public inconvenience are likely to occur unless remedy is found.

"The Minister observes that the condition referred to has apparently been brought about by an unprecedented demand for the commodity in question, and has been aggravated by the fact that the Canadian manufacturers of cement have experienced difficulty in promptly making shipments by rail and water.

The Minister, therefore, in order to mitigate the loss and inconvenience above referred to, deems it right and conducive to the public good to recommend that assurance be given to importers of Portland cement and hydraulic or water lime, in barrels, bags or casks, described in tariff item 290 of the Customs Tariff, 1907, that upon application by them for remission of Customs duty on such Portland cement and hydraulic or water lime, and the bags in which the same is imported as described in tariff item 291, which have been entered on, and after the twelfth day of June, 1912, and upon which duty has been paid, one-half of the duty so paid will be refunded and that the publication of this Order in Council shall be deemed to be a communication of the assurance to such importers.

"The Minister further recommends that this concession for remission of the Customs duty on Portland cement and hydraulic or water lime, and coverings, shall only be granted from the 12th day of June, 1912, to the thirty-first day of October, 1912, both days inclusive."

Orders in Council.

The following articles used as materials in Canadian manufactures were transferred to the list of goods which may be imported into Canada free of duty of customs until otherwise ordered:—

Cane, reed or rattan, not further manufactured than split, when for use in Canadian manufactures.

Flat braids or plaits of glazed cotton thread, not over one-quarter inch wide, when imported by manufacturers of hats for use only in the manufacture of hat bodies.

Celluloid, xylonite or xyolite, in sheets, lumps, blocks, cylinders, rods or bars, not further manufactured than moulded or pressed, when for use in Canadian manufactures.

Hard rubber, in strips or rods, but not further manufactured, when for use in Canadian manufactures.

Artificial abrasives, in bulk, crushed or ground, when imported for use in the manufacture of abrasive wheels and polishing composition.

Peroxide of barium, non-alcoholic, for use in the manufacture of peroxide of hydrogen, when imported by manufacturers of peroxide of hydrogen.

Binitrotoluol, trinitrotoluol and perchlorate of ammonia, when imported by manufacturers of explosives for use exclusively in the manufacture of such articles in their own factories.

Glass plates or discs, rough cut or unwrought, for use in the manufacture of optical instruments, when imported by manufacturers of such optical instruments.

Yarns, threads and filaments of artificial or imitation silk, produced from a form of cellulose obtained by chemical processes from cotton or wood, when imported by manufacturers of knitted, woven or braided fabrics for use only in their own factories in the manufacture of such knitted, woven or braided fabrics.

The following articles used as materials in Canadian manufactures were made subject to the following reduced duties of customs until otherwise ordered, viz.:—

Collodion, for use in films for photo engraving and for engraving copper rollers, when imported by photo engravers and manufacturers of copper rollers:

Under the British Preferential Tariff..15 p.c. ad valorem.
Under the Intermediate Tariff .....17½ p.c. ad valorem.
Under the General tariff .....17½ p.c. ad valorem.

Special parts of metal, in the rough, when imported by manufacturers of cameras or kodaks, for use only in the manufacture of cameras or kodaks:

Under the British Preferential Tariff.. 5 p.c. ad valorem.
Under the Intermediate Tariff ..... 7½ p.c. ad valorem.
Under the General Tariff ..... 7½ p.c. ad valorem.

Peppermint oil, when for use in Canadian manufactures:

Under the British Preferential Tariff.. 5 p.c. ad valorem.
Under the Intermediate Tariff ..... 7½ p.c. ad valorem.
Under the General Tariff .....10 p.c. ad valorem.

Undyed ribbon, when imported by manufacturers of typewriter ribbon for use only in the manufacture of such ribbon in their own factories:

Under the British Preferential Tariff..10 p.c. ad valorem.
Under the Intermediate Tariff .....12½ p.c. ad valorem.
Under the General Tariff .....15 p.c. ad valorem.

Fabrics of which silk is the component material of chief value, when imported by manufacturers of neckties for use only in the manufacture of such articles in their own factories:

Under the British Preferential Tariff...17½ p.c. ad valorem.
Under the Intermediate Tariff .....20 p.c. ad valorem.
Under the General Tariff .....20 p.c. ad valorem.

Paper matting, when for use in Canadian manufactures:

Under the British Preferential Tariff..17½ p.c. ad valorem.
Under the Intermediate Tariff .....22½ p.c. ad valorem.
Under the General Tariff .....25 p.c. ad valorem.

The following articles used as materials in Canadian manufactures were transferred to the list of goods which may be imported into Canada free of duty of customs under the British Preferential Tariff and made subject to the reduced duty of customs as hereinafter set out under the Intermediate and General Tariffs until otherwise ordered:—

Drawn iron or steel hoop, band, scroll or strip, number fourteen gauge and thinner, galvanized or coated with other metal or not, when imported by manufacturers of mats for use only in the manufacture of such mats in their own factories:

Under the British Preferential Tariff..Free
Under the Intermediate Tariff ..... 5 p.c. ad valorem.
Under the General Tariff ..... 5 p.c. ad valorem.

Rates declared by Board of Customs.

Cotton Fabric Clippings.—Small irregular clippings of cotton fabric, as left over in cutting out ladies' dress material and such like, for the manufacture of buffing wheels, may be entered for duty under Item 711 of the Tariff, General Tariff rate 17½ per cent.

Springs for Vehicles.—Springs of steel under 1¾ in. wide are not entitled to entry under Tariff Item 591.

Jack Rods.—Rolled rods or bars of iron or steel over 2½ ft. long, screw-threaded for half their length, are declared to be subject to duty under Tariff Item 412.

Jersey Cloth.—Knitted woollen material known as "Jersey Cloth," is not entitled to entry under Item 569 of the Tariff when imported by manufacturers of rubber boots and shoes for use exclusively in the manufacture of such articles, but is held to be dutiable under the terms of Item 568 of the Tariff, British Preferential rate 22½ per cent, General Tariff rate 35 per cent.

Decisions of Department of Customs.

Copper Tubing, Annealed.—The process of annealing in respect to such tubing is not considered to exclude it from the operation of Tariff Item 348.

Kapak No. 16.—It has been decided that this article may be allowed free entry under Tariff Item 584, being solid asphaltum.

Asphaltum, Nos. 115 and 210.—These articles being in a solid state, free entry may be allowed under the provisions of Tariff Item 584.

Iron Tubing (Brass Covered).—Iron tubing, brass covered, not over 2 inches in diameter, in the rough, may be allowed free entry when imported by manufacturers for use only in their own factories in the manufacture of movable hall racks, mounted on castors or wheels.

Rumie Yarn.—This yarn has been ruled to be dutiable under Item 711 of the Tariff. British Preferential rate 15 per cent., General Tariff rate 17½ per cent.

Stay Tubes.—Stay tubes for boilers which perform the double function of staying the heads of boilers as well as doing the work of plain tubes in generating steam, may be classified for Customs purposes under Tariff Item 395, free under all tariffs.

Hollow Stay Bolts or Braces.—Hollow stay bolts or braces used in boilers for staying only are not entitled to free entry.

Trucks for Street Railway Cars.—Trucks for street railway cars are subject to duty under the General Tariff at the rate of 30 per cent.

Silk in the Gum or Spun.—Silk in the gum or spun, imported to be used in the manufacture of hose, may be imported free of duty by manufacturers for use only in their own factories in the manufacture of hose.

Hat Bodies.—Hat bodies in the form of large open mesh netting, made from China grass, are entitled to entry under Item 711 of the Tariff. General Tariff rate 17½ per cent.

Buckramette.—Buckramette may be allowed free entry under Tariff Item 638 when imported for the manufacture of hat and bonnet shapes.

Gum Wrapping Machines.—Gum wrapping machines are held to be dutiable under Tariff Item 453. British Preferential rate 15 per cent, General Tariff rate 27½ per cent.

Steel Shapes.—Dipped in oil or asphalt preparation so as to form a coating thereon as a protection from rust while in transit, if not fabricated or otherwise advanced in manufacture and weighing not less than 35 lbs. per lineal yard, may be entered for duty purposes under Tariff Item 379.

Jute Cloth.—Jute cloth, uncoloured, suitable for making bags, may be classes as jute canvas and entered free of duty whether cropped, mangled, calendered or not.

Emulsol.—A tanners' grease, fit only to be used for stuffing leather, may be entered free of duty under Tariff Item 279.

Copper Circles.—If under 30 inches in diameter, whether polished, planished or coated or not, are held to be subject to duty under Tariff Item 352. General Tariff rate 30 per cent.

Copper Sheets, Cut in Circular Form, but not polished, planished, coated or otherwise advanced in manufacture, and measuring 30 inches and upward in diameter, may be allowed free entry under Tariff Item 348.

"Oropon" Safety Bate.—"Oropon" Safety Bate, composed of two salts soluble in water and being adapted for tanning, may be admitted without duty under Tariff Item 203.

Doherty-Eldred Lime Kiln or Furnace may be allowed entry without duty under Tariff Item 462 when for use in roasting lime stone in the manufacture of quick lime, so long as it belongs to a class not made in Canada.

German Silver, in usual commercial bars, rods, strips, sheets, or plates, whether polished or not, may be entered free of duty under Item 356 of the Tariff, but if further advanced in manufacture they will be dutiable.

Malleable Castings, for use in the manufacture of carriages, if imported in condition as cast, are entitled to entry under Tariff Item 453. British Preferential rate 15 per cent., General Tariff rate 27½ per cent. If the castings are bolted, threaded or otherwise manufactured after being cast, they will be subject to duty under Tariff Item 454. British Preferential rate 20 per cent., General Tariff rate 30 per cent.

Reducing Pressure Valves are not entitled to free entry under Tariff Item 470. The rates thereon will be 20 per cent. under the British Preferential Tariff and 30 per cent. under the General Tariff.

Lithographic Panoramic Friezes, for use as borders and bordering interior wall decorations, are held to be subject to duty under Tariff Item 195. British Preferential rate 22½ per cent.; General Tariff rate 35 per cent.

Tagel Braid or Plait, as per sample, is entitled to free entry under Item 641.

Ferro Phosphorus, in the form of pig iron, may be entered for duty under Tariff Item 375. British Preferential rate $1.50 per ton, General Tariff rate $2.50 per ton.

Butyric Ether, non-alcoholic, is entitled to entry under Item 711 of the Tariff. British Preferential rate 15 per cent, General Tariff rate 17½ per cent. If alcoholic, the rate of duty payable thereon will be $2.40 per gal. and 30 per cent. under Tariff Item 159.

Surface Condenser, combined with air pump, has been ruled to be dutiable under Tariff Item 453. General Tariff rate 27½ per cent.

Charts for Pyrometers are held to be subject to duty under Tariff Item 181 as being other printed matter. General Tariff rate 35 per cent.

Ceresin Wax is held to be dutiable under Tariff Item 225. British Preferential rate 5 per cent, General Tariff rate 10 per cent.

Palm Wax, so-called, has been ruled to be dutiable under Tariff Item 224. General Tariff rate 25 per cent.

New Wax has been found to be a vegetable wax and therefore dutiable under Tariff Item 225. British Preferential rate 5 per cent, General Tariff rate 10 per cent.

Marline, not barked, has been held to be dutiable under Item 548 of the Tariff. British Preferential rate 20 per cent, General rate 25 per cent.

Marine Indicators, for equipment of vessels. It has been decided that these articles belong to a class of goods manufactured in Canada and are therefore not exempt from duty under Item 470 of the Tariff.

Bags containing Soda Ash may be dealt with as being usual coverings and are entitled to free entry under Item 710A of the Tariff.

Rectangular Carbons, over 35 inches in circumference, may be entered free of duty under Item 315 of the Tariff.

Smooth-on Cement is rated for duty under Item 711 of the Tariff. General Tariff rate 17½ per cent.

Scoring, creasing and perforating rules may be entered under Item 442 of the Tariff. British Preferential rate 5 per cent., General Tariff rate 10 per cent.

Steel Plates, galvanized and punched, are not entitled to entry free of duty under Item 470 of the Tariff.

Witch Hazel Extract, containing not more than 40 per cent. of proof spirits, is rated for entry purposes under Item 220 of the Tariff. Rate under all tariffs 50 per cent.

Milanite Nails have been ruled to be dutiable under Item 417 of the Tariff. General Tariff rate 35 per cent.

Hat Bands, cut to length, may be admitted free of duty under Item 638A of the Tariff.

Pitch.—Moore and Munger hard pitch, being asphaltum solid, is entitled to free entry under Item 584.

Hard Stearin Pitch, a bone pitch, is entitled to free entry under Item 584.

Glass Bathroom Shelves are rated for duty under Item 519 of the Tariff. General Tariff rate 30 per cent.

Acetic Ether may be entered for duty under Item 711 of the Tariff. British Preferential rate 15 per cent., General Tariff rate 17½ per cent.

Glycerine Softener is dutiable under Tariff Item 228. General Tariff rate 32½ per cent.

Crown Scroop Finish is held to be dutiable under Tariff Item 232. General Tariff rate 27½ per cent.

Goat Hair Tapestry is held to be subject to duty under Tariff Item 567. British Preferential rate 30 per cent., General Tariff rate 35 per cent.

Electric Heaters, nickel plated, are held to be subject to duty under Tariff Item 362. General Tariff rate 35 per cent.

Seamless Linen Duck, now being manufactured in Canada, is not entitled to free entry under Tariff Item 524 A.

Seamless Cotton Duck, in circular form, for use in the manufacture of hose pipe, is entitled to free entry under Tariff Item 524A as it is not manufactured in Canada.

Machinery, for the Manufacture of Textile Fabrics.—In respect to the ruling issued by the Department of Customs on the 7th of December, 1910, that certain machinery adapted for use in the manufacture of textile fabrics was to be rated for duty purposes under the provisions of Tariff Item 453, as being of a class or kind made in Canada, it has been ascertained on further investigation that said machinery was only adapted for use in woollen mills.

Japanned Metal Buttons, as per sample, for upholstering purposes, have been ruled to be dutiable at the rate of 30 per cent. under the General Tariff.

Stove Boards, made of iron or steel, lithographed, are subject to duty under Item 454. British Preferential rate 20 per cent., General Tariff rate 30 per cent.

Spike Aprons.—As these aprons are manufactured in Canada they are not entitled to entry under Tariff Item 468.

Puerine, being a chemical compound composed of two or more salts soluble in water and adapted for tanning, is entitled to free entry under Tariff Item 203.

Anchor Guy Rods, 8 to 10 ft. in length, threaded at one end about 3½ inches, have been ruled to be dutiable under Tariff Item 454. General Tariff rate 30 per cent.

Special Duty Regulations.

Combined Jack and Signal Device for Switchboards.—As this article is not made in Canada it has been decided the special duty clause will not apply thereto.

Wrought Iron or Steel Tubing.—It has been ordered that the special duty clause shall not apply in the following cases;

First, in respect to iron and steel tubing, threaded and coupled or not, four inches or less in diameter, when the difference between the fair market value and the selling price of such tubing to the importer in Canada does not exceed five per cent. of its fair market value; provided that the whole difference shall be taken into account for special duty purposes when exceeding five per cent.

Second, provided further that special duty or dumping duty under the Customs Tariff, 1907, shall without exemption allowance apply to iron and steel tubing, threaded and coupled or not, over four inches and not exceeding eight inches in diameter, such tubing being of a class or kind made in Canada.

Steam Fittings, flanged, ranging in size from 3 in. to 20 inch.—As these fittings are manufactured in Canada it has been held they are subject to the operation of the special duty clause.

Paper Tea Canisters, rectangular in shape and tin-capped.—It has been held that paper tea canisters tin-capped, whether round or rectangular, will be subject to the operation of the special duty clause.

Japanese Gelatine—It has been decided that Japanese gelatine may be allowed entry on payment of regular duty without special duty as being not produced in Canada.

Grass Carpet.—As goods of this class are not made in Canada, it has been decided that this article may be entered at present on payment of regular duty without special duty.

Drawbacks.

On the 12th of February an Order-in-Council was passed amending the regulations covering payment of drawbacks on ship's materials. The last paragraph of the said regulations reads as follows:

"Drawbacks shall be paid only on vessels which have within themselves the power of independent navigation, either by means of sails, steam or other motive power, except in respect to barges or scows built of iron or steel, since the 1st of July, 1911."

White Botany Yarn.—No. 30 and finer, as described in Tariff item 1011, is subject to a drawback of 99 per cent. under such Tariff Item when made into a flat knitted fabric known as Jersey cloth, whether in tubular form or not, and not being a rib stitch fabric.

Prohibited Goods.

Brooms.—In accordance with the terms of item 1206 of the Tariff importations of brooms purchased from the Central Broom Co., Jefferson City, Mo., are prohibited.

Shingles.—Under the provisions of 1209 of the Tariff, shingles imported from the United States marked "XXX-B.C., clears; Vancouver, B.C." being calculated to deceive as to their origin or class, are prohibited and subject to seizure and forfeiture.

Miscellaneous.

Owing to conditions of trade which existed in the United States during the past year, your Committee received a large number of complaints regarding manufacturers in that country "dumping" their goods into this Dominion. Investigations were held and in nearly every case the charges made were found to be correct. Steps were taken to cause importations of such goods to be appraised in accordance with the law.

A number of applications for refund were satisfactorily adjusted.

While your Committee have endeavored to record fully for general information, the different Orders-in-Council and Tariff Decisions that have come under their notice, yet they are not anxious to be credited with, or assume any responsibility in respect to a number of them, as they were obtained without their assistance. In some cases the decisions arrived at did not agree with the views of your Committee, yet it will be gratifying for the members of the Association to learn that on the whole the results covered by this report tend towards affording adequate protection to Canadian industries without causing enhancement in prices to the consumer.

G. M. Murray, Secretary. W. K. George, Chairman.

R. W. Breadner, Manager Tariff Department.

Stenographic Report of Proceedings

Continued

The President: We have a number of resolutions now which I will ask the Secretary to read.

Resolutions.

The Secretary: The following resolutions, Mr. Chairman and gentlemen, have been prepared for your consideration by the Advisory Committee:—

1. Resolved, that the hearty thanks of the Association be, and are hereby tendered:—

(1) To the Ottawa and Hull members of the Association for the entertainment so kindly provided, as well as for other arrangements that have contributed to the success of this meeting.

(2) To Mr. and Mrs. W. H. Rowley for their generous invitation and kind hospitality.

(3) To Doctor Archibald Blue, to Doctor James W. Robertson, to Mr. Franklin H. Wentworth, and to Mr. L. J. Ball for the able and instructive addresses which they delivered.

(4) To the Ottawa Street Railway Company, to the Hull Electric Company, and to the Bell Telephone Company for courtesies extended.

(5) To the Railway and Steamship Companies of Canada for the reduced rates authorized for this Convention.

(6) To the Press of Ottawa and other cities for the publicity given to our Convention proceedings.

2. Whereas, members of the Association, as they become embarrassed from time to time through the prevailing scarcity of labor, have a right to expect and to receive from their organization assistance of a practical character in the solution of their difficulty.

And Whereas, no provision for such service is now made by the Association;

Be it Resolved that a committee be formed to give the matter immediate attention; that it be authorized to secure full information with regard to any plan or plans that to it appear feasible and desirable and to report same with its recommendations to the Executive Council;

Further Resolved, that this Committee consist of the following members, with power to add to their numbers: W. H. Rowley; Henry Bertram; R. O. McCulloch; Geo. Booth; R. D. Fairbairn; C. B. Gordon; W. C. Phillips; Geo. W. Watts; F. H. Whitton; C. B. Lowndes; H. Cockshutt; R. Hobson.

3. The Association in expressing its cordial thanks to Mr. Franklin H. Wentworth, Secretary of the National Fire Protection Association, for his eloquent and effective address on the subject of "Fire Prevention" desires to record its hearty approval of all efforts that aim at the suppression of the country's fire waste. It commends the adoption of improved building and inspection laws, the installation of private fire fighting appliances, and urges the various Provincial Legislatures to pass measures looking to the proper notification, registration and investigation of fires by fire marshals.

The Association has learned with satisfaction of the election of the Manager of its Insurance Department to membership on the Executive Committee of the National Fire Protection Association, and charges the incoming Insurance Committee with the responsibility of developing plans for the furtherance of legislation in the directions herein indicated.

4. Resolved that for the general advantage of the Dominion as a whole steps be taken to bring about an early conference in Winnipeg of agricultural, financial, transportation, manufacturing and labor interests to the end that plans may be discussed and preparations made for mitigating so far as possible the difficulties that annually arise in connection with the harvesting of the Western crop.

5. (Re-affirming the resolution of 1911).

Uniformity of Provincial Laws.

Whereas, in certain subjects affecting manufacturing and commercial business throughout the Dominion, the laws of the different Provinces of Canada contain many needless and irritating diversities.

And Whereas, suggestions have been made from time to time for harmonizing and placing on a more uniform basis the laws of the different provinces on these and other subjects; be it

Resolved, that this Association strongly support any such movement for uniformity and announce itself as prepared to co-operate with any other representative bodies to this end.

The Secretary: Since the meeting of the Committee there has been filed with me a copy of a resolution of which I received notification yesterday that it was on the way, but it did not come to hand in time to be considered this morning. Is it your pleasure that I submit this to the meeting? It relates to the question of Marine Insurance rates.

The President: Yes.

The Secretary read the resolution as submitted.

Mr. Rowley: Wouldn't it be well to change the word "American" to "United States"? It means the United States, does it not?

The President: Yes, that probably would express it better.

Mr. Stewart: Would it be in order to suggest to the mover of this resolution that the scope be broadened to include not only insurance rates on ocean transportation but also insurance rates on our inland transportation; they are just as much in the hands of the insurance people as the ocean transportation Companies are.

Mr. Cockshutt: I think that is a far reaching resolution and we should be very careful what we do in reference to it. I think it ought to be referred to the Council. I wouldn't agree to pass that on the floor now just by submitting it here.

Mr. Henderson: As far as the resolution is concerned I am strongly in favor of it if the last four or five words are changed. I don't think anybody here is going to ask the Government to establish an insurance bureau. I would move that the last clause be eliminated if anyone will second it.

Mr. Cockshutt: I will make the motion that the matter be referred to the Executive Council.

Mr. Henderson: I will second that.

Reduce the Rates.

Col. Woods: I favor the broad principle of the reduction of the rates, consistent with the improvement that the country has been making and the enormous expenditure that has been gone to, and it should be recognized by this Association. I don't think there is any gentleman here who questions that for one moment. I think it is only fair to our interests in Canada that we should at least give our moral support to a question which cannot have two sides. It is well known that the discrimination, if I may use the word, against the Montreal port, which is our national one, is considerable as against competitive ports in the United States. I think the detail in suggesting the Government's policy is one which may well be left to the Council to consider, not that I think the Government is going to jump and do what we tell them, they will consider that themselves, but it appears to me it is a national question, and the Canadian Manufacturers Association would only be doing their duty if they pronounced in favor of the principle.

The President: Would it be satisfactory to the mover and seconder of this resolution if the last clause were eliminated?

Mr. Edmonds: What object is to be gained by transferring the decision of this question to the Executive Council unless in the meantime it is the purpose of the Association to get some additional information. Now, we know the evil exists and we have all the information we possibly want on this question and why not settle it now? Therefore I think it would be a mistake to defer it.

Mr. Cockshutt: I have no objection to doing anything that is reasonable but that resolution has not come before the Advisory Committee to my knowledge, and we have just had it read on the floor, and it is a far reaching matter, requesting the Government to establish an Insurance Bureau, which is a difficult thing. If that part is taken out I have no objection.

The St. Lawrence Rates.

Mr. Chown: This matter came up at the meeting on Tuesday morning and at the request of the Committee I drafted this resolution. I regret in my carelessness yesterday I overlooked writing it out and bringing it to the Advisory Committee. It seems to me there need not be any great discussion regarding the matter. The difference in the rates, as we all know, between the St. Lawrence and the United States is about 80 per cent., and what we are asking the Government to do really is to take some steps to reduce those rates, and in event of failure that they should in some way, either by establishing an insurance department of their own or by co-operation with some insurance Company, bring about a reasonable rate on the St. Lawrence route. As regards the suggestion that it go to the Advisory Council, it means the matter is postponed for a year, and I think it is urgent. We have had a good deal of friction, as is shown, with the Grain Growers of the West, and this is one thing that they will be heartily hand in hand with—anything which is going to reduce the rates on grain being exported. I may say the diifference in rate means about one-eighth per cent. a bushel in Montreal as against American ports.

Mr. Gourlay: I think the matter could be satisfactorily adjusted by a slight change in the second to the last clause. I think we are all agreed as to the question of providing lower insurance rates in connection with our waterway transportation. The clause in question that is meeting with difference of opinion is this, "And that failing to secure adequate reduction in rates the Government establish an insurance company to provide satisfactory insurance." I would ask the mover and seconder of the amendment just to eliminate that and in lieu of it they accept this change, "And that failing to secure adequate reduction in rates the Government consider the advisability of establishing an insurance company to provide satisfactory insurance."

Voices: Strike it out.

The President: Is it all right if it is struck out?

Voices: Yes.

The President: Would Mr. Chown object to striking that out?

Mr. Chown: I think that the suggestion that is made is much better than striking it out.

Mr. Cockshutt: I don't think we ought to ask the Government to do anything like that. It is not the purview of the Government. Take it out.

The President: Mr. Henderson, are you willing for this motion to carry if we strike out that clause?

Mr. Henderson: I am, sir, otherwise I object.

Mr. Chown: I would rather accept Mr. Gourlay's amendment.

Mr. Gourlay: I am not making an amendment. I only made a suggestion.

The President: I think it would be better to try and make this compromise and eliminate that clause.

Mr. Chown: I think the sense of the Committee if it is advisable for us to take a forward step and I would like to have those words in, that the Government consider the advisability of forming an insurance company.

The President: Whoever presents this to the Government can on their own initiative present the latter, if they wish.

The Principle Considered.

Mr. Fairbairn: This meeting here is to consider a principle and we should give voice to it and not leave it to any Advisory Committee or anybody else. There is a large principle involved and we also know that there is a grievance there, and we as an organization have got to turn in and assist other bodies of men who are directly interested where we are not so directly interested. There have been no suggestions or no propositions brought forward whereby any relief can be given on this question of marine insurance, and I think Mr. Gourlay's suggested amendment should carry with this Convention without question, but we ought to give expression to it.

Mr. Cockshutt: I have moved that the clause be struck out, and it is up to you to move that that amendment be put in as suggested by Mr. Gourlay.

Mr. Ballantyne: Mr. President, I have only just this moment arrived and I have listened with a great deal of interest to the resolution that is now before the meeting and I would like very much to see the resolution carried, and I would suggest instead of asking the Government as in that paragraph "And that failing to secure adequate reduction in rates the Government establish an insurance Company to provide satisfactory insurance," that we say "And that failing to secure adequate reduction in rates the Government assist in the establishment of an insurance company to provide satisfactory insurance." There is no doubt the high insurance rates on the hulls of vessels in the St. Lawrence is losing Canada a great deal of trade and I don't think it would be well to put this resolution off for another year. I know that the former Minister of Marine and Fisheries and also the present Minister has had this matter up with Lloyd's several times, and I don't think there is very much chance of the English Lloyd's Company reducing the rates on hulls of steamers using the St. Lawrence route. That being so, I think the Minister of Marine and Fisheries, the Government, the insurance people and I can assure you the Harbor Commissioners of Montreal would welcome very much indeed if you would have such a resolution as this passed, but instead of asking the Government to establish I would simply request the Government to assist.

The President: Gentlemen, does that meet with your approval?

Mr. McNaught: I think we all agree on this resolution as far as the first part is concerned. The Government has considered and I think they would be very glad to take the matter up. I can't agree with the latter part even with the amendment suggested by Mr. Ballantyne. I think what we might say to the Government is that failing to get a reduction from Lloyd's that they should take such steps as they in their wisdom see fit to secure a reduction. Personally, I don't believe the recommendation in the original resolution or motion as amended meets the view of the gentlemen here. I would like to see the resolution carried, though, without that.

Mr. Gourlay: Would it not meet with the unanimous approval of the convention if the amendment by Mr. Cockshutt and Mr. Henderson were carried, and at the present stage we pass the resolution approving of the principle, and omitting that paragraph, and that subsequent to that we take up that paragraph and pass it on to the Executive Council to consider and deal with at the earliest possible moment?

Voices: No.

No Hope From England.

Mr. Ballantyne: Mr. President, if you will bear with me for rising a second time. This was a very live question with the former Government and also with the present Government, and I am sorry I can't agree with my friend Mr. McNaught. The Government have tried and the Minister, when he was over in England just this last summer, made every effort he possibly could, and I don't think I am committing any breach of etiquette when I say the Minister told me that he did not think there was the slightest possible chance of getting the English Lloyd's to reduce the insurance rates. That being so, the next move is for the Dominion Government to co-operate or assist in whatever way they see fit with the steamship companies and transportation Companies to have a Canadian Lloyd's formed. We will never have our insurance rates reduced unless there is a Canadian Lloyd's formed. I don't know whether the formation of a Canadian Lloyd's is possible. I recognize it is an important undertaking but if that clause is going to be eliminated I don't see any use in having the resolution passed at all. It is very urgent in the interests of Canada that this resolution should be passed and passed at this meeting.

Mr. Cockshutt: Mr. President, with the consent of the seconder of the resolution I brought in on that thing, after hearing Mr. Ballantyne and knowing the information he has as Harbor Commissioner of Montreal, I would be quite willing, if my seconder is willing, to alter that resolution as suggested by Mr. Ballantyne and let it go through.

Mr. Henderson: The first resolution implies that we want the Government to take up a scheme of insurance. That, however, alters the whole sense of it and I consent to that.

Inland Shipping Is Important.

Mr. Stewart: My excuse for suggesting the change in the third clause is for the reason I have been up against the marine insurance on the Great Lakes for the last three or four years for quite a large sum and we are prejudiced on our Great Lakes insurance just the same as on the St. Lawrence route, and I would like that clause to read, "And whereas one of the reasons for the failure to develop the export trade via Montreal is the excessive insurance charges on steamships using the Canadian Lake and St. Lawrence route." I think the inland marine men are entitled to the same consideration as the ocean men.

Mr. Hobson: The Canadian boats get the same rate of insurance as American boats. I think you are weakening your case here by introducing anything of that kind.

Mr. Stewart: You can insure an American hull at the rate of 5½ trading into Buffalo on the yearly basis while the rate is 7½ on a Canadian hull trading in the east.

The President put the motion as amended by Mr. Stewart and Mr. Ballantyne which, on a vote having been taken, was declared carried as follows:—

Whereas it has been the policy of the Government of Canada, irrespective of party, to develop the waterways of Canada,

And Whereas notwithstanding the large sums spent on improvements, a large proportion of Canadian produce is exported through United States ports,

And Whereas one of the reasons for the failure to develop the export trade via Montreal is the excessive insurance charges on steamships using the Canadian Lake and St. Lawrence route,

Be it Resolved that the Canadian Manufacturers Association respectfully urge upon the Dominion Government that representation be made to the Insurance Companies regarding a reduction in the rate on St. Lawrence tonnage commensurate with the improvements that have been made in that route and the small losses that have occurred.

And that failing to secure adequate reduction in rates the Government assist in the establishment of an Insurance Company to provide satisfactory insurance.

And that a copy of this resolution be forwarded to the Premier, Minister of Marine and Fisheries and the Minister of Public Works.

The Secretary: I have the following resolution to place before you:—

Tribute to Sir Richard Cartwright.

Resolved that this meeting of Canadian Manufacturers record with profound regret its deep sense of loss which the Country as a whole has sustained in the death of Sir Richard Cartwright, formerly Minister of Trade and Commerce, and one of the Fathers of Confederation.

That it place on record its high appreciation of his statesmanlike ability and of his valuable service in promoting the commercial and industrial interests of the Dominion.

That it be an instruction to the Secretary suitably to prepare the sentiments of this meeting for insertion in the records, and to convey to the bereaved family an expression of our deepest sympathy.

The motion was carried by a standing vote.

The President: The next is amendments to the by-laws.

The Secretary: I received some time ago notice of motion by Mr. J. H. Sherrard, seconded by J. D. Fraser, of his intention at this meeting to move an amendment to the by-laws that would provide for the removal of the head office of the Association from Toronto to Ottawa. I have since received the following letter from Mr. Sherrard withdrawing the motion. (Reads letter).

The President: The next is the report of the Nominating Committee for the election of officers.

The Secretary: Mr. President and gentlemen, I have very much pleasure in presenting the report of the Nominating Committee:—

As President of the Association for the ensuing year Mr. R. S. Gourlay is elected. (Applause).

The President: Mr. Gourlay, I welcome you to the chair. I congratulate you upon being elected to this important position, and I congratulate the Manufacturers Association of Canada upon the selection of a man so ably fitted to perform the various duties of this office. I can see that you are going to have a very strenuous year, and there is much outlined now that will require a lot of close work from yourself and also from the Parliamentary and Tariff Committee. Dr. Robertson, whom we had here yesterday, foreshadows what he is going to do and the report from the Royal Commission on Technical Education will, no doubt, be in the hands of the Government early in January, and it is hoped that the Government will take action on that and formulate some measure to place Canada abreast of, for instance, Scotland as was represented to us yesterday, in the way of teaching our growing youth technical knowledge and mechanical knowledge, and that is something this Association is very deeply interested in. I suppose another matter will be the Tariff Commission that was held up last year, which will probably be taken up again and put through. That means more hard work for this Association, and it is something we are deeply interested in, and then there is this last motion in reference to Marine Insurance that has been so well threshed out here, which will doubtless come forward. Those are three very important matters, much more so than the legislation we have had to deal with in any one year. I predict for this Association and for you, Mr. President, a busy, eventful and prosperous year. (Applause).

Mr. R. S. Gourlay then took the Chair as President, and in doing so was greeted with cheers.



Ottawa. A Shady Street

MR. GOURLAY'S PRESIDENTIAL ADDRESS

Canadian Manufacturers are Purchasers of Great Quantities of the Country's Raw Material. Industrial Forces are the Nervous System of a Nation.

Mr. Gourlay: Mr. President and gentlemen of the Canadian Manufacturers Association, friends all, I am happy to say; I thank you most heartily for the honor you have done me and the cordial manner in which you have accepted me as your President for the coming year. We are all more or less egotistic, but to be frank with you I have never yet been able to ascertain why you have been so kind to me, why you have placed so much honor upon me. I am a comparatively short time in manufacturing interests, even though I have some grey hairs. From the time of my acceptance of the office of Vice-President I have had from one and another of you many kind remarks throughout the year. As prospective President, within the last two weeks, I have had that kindness added to over and over again. I can assure you I appreciate it and appreciate the friendship and appreciate the confidence a great deal more than the honor, and I accept the honor with full sense of the obligation that it means in regard to work and that it means in regard to the credit of the Association throughout the Dominion. (Hear, hear.)

Last year in accepting the office of Vice-President I said to you I was pround of the honor by reason of the fact that there was no other organization in Canada doing the public service work for the whole nation, that has been done in past years, and is being done at present, by the Canadian Manufacturers Association. (Applause). In welding together the Provinces and in welding together all classes of our people from the foreign laborer to the head of our financial and political institutions there has been no organization that has had in a more unselfish degree the spirit of the community at heart, and has done more to develop the nation's life in every department of its activities, and for that reason I was proud to accept the office of Vice-President and I am more proud this year, after the successful career of our late President, to accept the office of President.

I would like to emphasize this other fact, and it is a fact we don't get credit for at all times, and that is, that the work of this Association has been voluntary and continuous, it has involved large expenditures of time and money, but it has been, beyond that, absolutely unselfish. There has never been any matter I have had anything to do with in the organization that has been discussed by this Association from the standpoint of the manufacturer alone. It has ever been discussed from the standpoint of the manufacturer in relation to the development of the country as a nation, and to every other industry in connection with it, and for that reason I am proud of the honor, proud of the position, and will do my best throughout the year, with your assistance, and I ask great assistance, I need it. I know my own limitations perhaps better than any of you, and without the loyal assistance and active co-operation of strong and able Committees throughout the organization, the work will not at the end of next year be such as will bring any credit upon the Association and upon myself, unless you yield it to me, as I am sure you will, in harmony with the manner in which you have placed me in office. I ask from the bottom of my heart that every member of the Association will feel that the honor of the Association does not rest with the President, it rests with each individual, and with the work each individual shall do throughout the year. (Applause.)

In Dr. Blue's address yesterday there were two matters that seemed outstanding to me in connection with his report and in relation to the work of this Association, and if you will pardon me I will refer briefly to them. The first was that the value of the products of the industries that we represent have reached the magnificent total of $1,165,000,000. That in itself is not a matter of so much importance to me as the fact that in relation to all the other natural development of our resources it is so much in excess of them as to cause me astonishment. Perhaps this does not astonish you who have greater knowledge, but when you realize according to the estimated returns from the land (we have not as yet the official report from the census commissioner), the value of agriculture to this country, the yield from agriculture, the yield from animal products, the yield from minerals, the yield from fisheries, the yield from forests only total something like $800,000,000, and that our product represents almost four and one half millions more than the value of all the products from the other natural sources of wealth which we have in this great country. That in itself is not so much unless you look at it in this light, that as buyers of these natural products we are buying at the rate, according to Dr. Blue, of $600,000,000. The members of the Association of which I am now President are actual purchasers here in Canada of raw products to the extent of $601,000,000; and whilst that represents products from all over the world, yet as manufacturers I am safe to say there is not one of us but gives the Canadian product, whether it be from the forest, the sea, inland lake, mine, or land, the right of way in connection with all our manufacturing industries. (Applause). And that when we consider tariff matters from the point of national development it must never be lost sight of that the industries which we represent are by all odds the greatest customers of the natural products of this country of ours which we love so well—$601,000,000. A recent estimate says we are home purchasers to the extent of 84½ per cent. of the land products, 77 per cent. of the animal products, and so on right through the category; that in a national sense we are the buyers *par excellence* of all the natural products that are produced in this country and are prepared to buy in even greater ratio as the country develops.

Take it in the matter of food products. Dr. Blue told us yesterday, in his statistics of seven groups of food products, with nearly seven thousand factories, that their output was over $245,000,000. That is from animals, the soil and sea. Think of it, gentlemen, and just let that matter emphasize the thought I have endeavored to present to you in regard to the magnitude of our operations. But there is another aspect of the matter I would like to refer to. The census returns indicate we have a population at the present time of 7,205,000 people; that out of these people in our country we have 514,000 in our factories. In speaking with Dr. Blue yesterday he said it was a very conservative estimate, if for every one of those wage earners we added two as dependent upon their wages. Consequently we have, you see, fully 1,500,000 who are earning their livelihood in or through the industries which we represent. One-fifth of our entire population is to be found dependent directly upon these industries. If we add thereto a reasonable estimate, and we must add a reasonable estimate of those who are in-

directly dependent upon us, from the doctor who helps us into the world, to the undertaker who puts us away—the banker, the laborer, every shopkeeper, wholesale or retail, every professional man, no matter what his calling—is indirectly dependent to such a large extent upon the result of this $1,165,000,000 of products which we turn out in our factories, that it would be safe to estimate on a very moderate basis that one-half of our people are dependent upon our industries, and therefore when we take upon ourselves to advise legislation for the whole country I submit we have a right to do so when so large a proportion of our population are directly and indirectly dependent upon these industries.

I would just close with this thought. We are sometimes told, almost in derision, that it is the agricultural industry that is the basic industry of this country; granted. That it is the heart of our body politic; granted, also. But I would like to say to you, with all the conviction possible, that if the agricultural industry of this country is the basic industry, is the heart of the body politic, then the industrial activities, the industrial forces, are the nerve system of the entire organization, with its base in their brain. You know what it is in the body natural. We cannot have even paralysis of a finger, paralysis of an arm, we cannot have anything that will injure any portion of the body natural but the whole body suffers. I would like the thought to be dwelt upon. The industrial forces of this country are indeed the nerve system of the body politic, and are providing life, providing energy, providing outlet, providing national development, and if there is any legislation, if there is any hostility that impairs even the smallest factor of our body in the sense of the nervous organism, then that factor suffers and the whole body suffers. Just for one moment suppose we would wake up to-morrow morning and find all our industries gone, transported to Britain, wouldn't we have paralysis of the nation? Gentlemen, let us go forth to the work of the coming year with a sense not of pride, but a sense of responsibility in regard to the great industries that we represent, the industrial forces of this country, and let us measure up to the unselfishness of the past, to view all matters in the light of national development, and stand behind every movement that will make for the good of every interest that as citizens we should foster in this beloved country of ours.

Mr. Rowley: Mr. Chairman, first of all permit me to pay my respects to you, as a past President, and, on behalf of the whole Association, as President of our Association, and to say I feel quite sure I voice the sentiments of everyone here, and of all the members who have not the privilege of being here to-day, when I say from us all you will receive honest and loyal support.

Will you permit me next, sir, to address a few words to the retiring President. I wish somebody else more fitted for this had been asked to perform the duty, but I wish to say that I am sure every one of you will agree with me that in Mr. Nathanael Curry we have had a first-class all round man. (Applause.) That is a good thing to start with. He also looks as if he is happy and comfortable; he also has the advantage of not allowing the cares of his office or the duties of his position to make him anything but a good whole-hearted chap, and a man we have always been proud to see sitting in the Chair and always been proud to have at all our meetings, and to have given him what support we could give to him—not what we could, but what we did, because none of us ever support an executive or president as we ought; you will find that out—but still we all feel most heartily thankful and most grateful to Mr. Curry for the pleasant way in which he has met us all, for the business-like method in which he has conducted our affairs, and also for the goodwill he has inspired and encouraged in us all. This is a time that any man should feel and should express himself in terms of gratitude and respect to the retiring man, and also of loyalty and of devotion to yourself.

Mr. Hobson: Mr. Chairman, I have very much pleasure in seconding the remarks just made by Mr. Rowley. I am sure Mr. Curry feels to-day as every other man who has gone through the office of President felt when he stepped from that chair, that he was glad that he had been President and he was glad it was over, for I can assure Mr. Gourlay that it is a work of no mean responsibility, but it is one that I am sure Mr. Curry has put his whole heart into, and we have received the benefits of his wise administration during the past year.

Mr. Gourlay: Gentlemen, it is my pleasant duty I realize to convey to the retiring President your hearty appreciation not merely of the magnificent work he has done throughout the year, but of that spirit of good comradeship and fellowship that has endeared him to us all. I can echo every word that has been said by the mover and seconder, and, Mr. Curry, I have more than ordinary pleasure in conveying to you the heartfelt appreciation of the members of the Association, and now that we have got to know you we hope that your life will be prolonged and even more prosperous than it has been in the past. (Applause.)

Mr. Curry: Mr. President, Mr. Rowley and Gentlemen,—I thank you very much for these kind words. I thought I was free when I got out of the chair. However, I assure you I found the work very pleasant, and not the least part of it was getting acquainted with so many manufacturers, but I am sorry to say while I know you all now to speak to and know all your faces, there are only about half that I can call by name. I can remember faces, but not names. However, this work is something that is necessary for us all to do and I think the C. M. A. as a whole do take hold of this work wonderfully well. I think there are very few bodies of men anywhere of any kind that take the interest in the work that the C. M. A. do and have done and I am sure will do, and that I think accounts very largely for the success we have made. I cannot claim very much for my year, except I can say that the affairs of the Association I think have progressed somewhat. There is one thing I can take some little credit for possibly, and that is in putting our revenues in better shape. Our revenues are permanently increased and that enables the different departments to be conducted efficiently, which I am sure will be a great help in the future in the conduct of the affairs of this Association. I thank you all very much for the hearty support you have given me, and although I am now a past President I do not by any means intend to drop my connection with the Association. (Applause.)

The Secretary: Continuing the report of the Nominating Committee, I have very much pleasure in declaring the election by acclamation to the office of First Vice-President Mr. C. B. Gordon, Dominion Textile Company, Montreal. (Applause.)

Mr. Gordon: Mr. Chairman and gentlemen of the Canadian Manufacturers Association,—I do not know how I can thank you sufficiently for the great honor which you have given me in electing me to the Vice-Presidency of the Association. I have been reminded by the press this morning that I do not measure up in the way of height or breadth or weight to what a President of the Manufacturers Association should do, and, gentlemen, I am afraid from what I have heard since I have been in this room that I will never measure up to Mr. Gourlay. I am sure it is a great honor for me to be able to serve under Mr. Gourlay, and it will be my endeavor to measure up as far as possible in other directions, although I do not think it will be ever possible if I should come to be President of the Association for me to be equal in stature or avoirdupois to the other Presidents. Mr. Gourlay has told you very clearly and

very emphatically what the great duties of this Association are, and he has put it very plainly what the comparative interests in the country are or should be. No doubt the agricultural interests of this country are tremendous, we all agree in that, but the manufacturing interests which have been developed under a protective government and also under a government who accepted Protection as part of their policy, are so great to-day that it is impossible to talk about the interests of this country at all except in thinking of all these interests; and the credit of the country is founded not only upon the agricultural interests, but it is founded very largely I think on the manufacturing interests. (Hear, hear.) And in the development of the West, which we hear so much about to-day, and in the interests of the West the West must remember, and I think they do remember, at least most of the sensible people in the West know that the West has been developed—the development of the West has been carried, after all, on the whole credit of the country; not upon the credit of the West alone, but on the credit of Canada as a whole, and that credit has been founded on the success not only of our agricultural interests but on the success of the great manufacturing interests of this country. Investors in Great Britain and in Europe have become confident of the success of Canada, and they have become confident of this country because they have invested their money in many instances in the railroads and manufacturing interests of this country, and they have seen it was a good investment. That is one of the great reasons that we can go to Europe to-day, we can go to Great Britain, and way that constant stream of capital which is coming into Canada in such large amounts. Now I firmly believe that if it were possible to get the views of the people of Canada to-day as a whole, you would find that nine-tenths of the people don't want the present system of affairs disturbed in any way.

Gentlemen, I thank you very much for the honor which you have paid me in electing me to the Vice-Presidency and I will do my best to do my duty. (Applause.)

The Secretary: Continuing the report. For Ontario, Vice-President, Col. J. W. Woods, Ottawa, elected by acclamation. (Applause.)

Col. Woods Speaks.

Col. Woods: Mr. Chairman and Gentlemen,—There is no needs of my saying I appreciate to the extreme the very great honor you confer upon me to-day, and it is only necessary for me to say that I heartily appreciate the remarks which have been made by the President and Vice-President of the Association in so far as my duty lies to this Association. I can assure you it will not be my fault at the end of my tenure of office if I shall not have done to the best of my ability my duty. I had the honor of being elected on your Executive some five years ago, since which time absence from the country and other engagments prevented me from having an opoprtunity of seeing the work which your Association is doing, and I wish to say now that after the past three days' experience here I do not think anyone can say too much apart from the truth so far as the importance of the work goes which the Association has done and is doing. Your interests are so far-reaching that there is no limit to them, and so long as we have that broad view which you, Mr. Chairman, have so eloquently placed before us in accepting this very high office, we can rest assured that the best traditions of the institution, Canada and the Empire will be safe with the members of the C. M. A. (Applause.)

The Secretary: Quebec, Vice-President, Mr. D. J. Fraser, Sen., of St. Johns, elected by acclamation.

Mr. Fraser: Mr. Chairman, I wish to thank the members of the Association for the great honor they have conferred upon me by electing me. I trust I will be able to do as well or try to do as well for the Association as some of these predecessors have done, although I know I am possibly not fitted as well for the position as some of the others have been. I thank you, gentlemen. I hope the Association may long continue to grow and prosper. I think we see it to-day at its height in prosperity. We have certainly not gone back, and I think the work which has been outlined shows the Association is still alive and will continue to do good work in the future. (Applause.)

The Secretary: For Manitoba Vice-Presidency, Mr. J. H. Parkhill, Winnipeg. (Applause.)

For British Columbia Vice-Presidency, Mr. A. C. Flummerfeldt, Vancouver. (Applause.)

For New Brunswick and Prince Edward Island, Mr. S. E. Elkin. (Applause.)

Mr. Elkin Promises.

Mr. Elkin: Mr. President and members of the Association,—I can hardly express the way I feel at the honor you have conferred upon me. I believe the success of this organization depends to a large extent upon the good feeling and interest manifested by every member of it. I regret it has not been my privilege to attend the meetings until this time in Ottawa. In the future I assure you I will be there in my small way and in the territory in which I am domiciled I will do everything possible in forwarding the work of the Association in the coming year. (Applause.)

The Secretary: In regard to the nomination for Vice-President for the Province of Nova Scotia, I would like to explain the name that has been officially submitted by the Nova Scotia Branch has been withdrawn by telegram to-day and I would suggest if this meeting approves that the branch in Nova Scotia be allowed to nominate someone else at their convenience.

The President: Is it your pleasure that it be the instruction of this Convention that the Nova Scotia Branch be asked to elect a Vice-President for that Province? (Consent given.)

The Secretary: For Vice-President of Alberta and Saskatchewan, William Georgeson, Calgary.

For Treasurer, Mr. George Booth. (Applause.)

Mr. Booth: Mr. President, I have never been very proud of the honor the Association did me when they made me a life member; I am very lonely in the position; but I am more proud to-day, and I appreciate more than I can say to have this renewal of your confidence in making me your Treasurer. The duty is not onerous, but however humble the position is I am very pleased to occupy it, because I have a great interest in the growth of this Association. I hardly think we have reached the height yet, and when I consider the men that we have in our officials, men of unbounded ability, men that you don't get every day, and the officers we have elected to-day, I look forward to having one of the most prosperous years we have ever had in the Association. I am certainly very proud of the President. I only wish I had some of his ability. I am proud and thankful. I don't know how it is I receive the many personal congratulations I have received from the members. It does feel nice sometimes to have a nice word said, and sometimes when we don't deserve it, but that is the time, sometimes, when we want it most; so with these few remarks I thank you for the position you have put me in.

The Secretary read the elections to the Executive Council, etc.

The President: Gentlemen, you have heard this list of nominations, not merely for the officers of the Association but for the Standing Committees. I can assure you that as I heard the names read and knew the gentlemen, I felt absolutely sure that the affairs of this Association were in the hands of remarkably strong and able committees for the coming year.

We have now reached the stage in our programme for the discussion of new business. I understand that Mr. Henderson, of Nova Scotia, would like to present the desire of the Maritime Province members for the annual meeting next year to meet at Halifax.

Halifax Next Year?

Mr. Henderson: Mr. Chairman and Gentlemen, as some of you may possibly remember, a year ago the delegation from Nova Scotia made an effort to have you come to Halifax. At the moment there were very good reasons why that was not accomplished, and I am very glad that it was not, because we have made preparations all through this year, or at any rate during the last six months of this year, to have you there in 1913. We want you to come very much indeed. I think you have heard read the invitation of the Mayor on the first day of your Convention, and I have just received a few moments ago a telegram from the Secretary of the Board of Trade. He says, "Council of Halifax Board of Trade by unanimous resolution heartily endorse action of City Council inviting C. M. A. to hold their next annual meeting in this city." We want you to come, and in my heart I want you to come more because I think it is a good thing for the city of Halifax, and yet I think, Mr. Chairman and gentlemen, it is an important matter, from the point of view of the Association, for the Association's own welfare. We are not in Nova Scotia taking as much interest in the Association as we should, and it is possibly in part due to the fact that we are not given an opportunity, or we don't feel that we are wanted to take as much interest in the Association as other parts of the country, or rather the central part. We are a long way off, and if you will come down and see us, and give us an opportunity of seeing you, something will happen. We were very much inspired, all of us, in what you said with regard to the aspirations of this Association, and I think these aspirations should have geographical interest for the east as well as for the centre and other sections of the country. We know they have theoretically, and we would like to see that brought into practice, and we want to see you all around that tempestuous board which we will have at the close of that annual meeting.

The President: I am quite sure after that delightful address and invitation the Committee that have this matter in charge will find it hard to refuse. Nevertheless, it is in their hands, and as an organization we will await their decision in the matter.

The Secretary made the announcements.

The President: Is there any other item of new business?

Mr. McKinnon: I would like to say that I think the members of the Association could not do better than to pass a most hearty vote of thanks to the General Secretary, Mr. Murray, as well as the official office staff he has gathered about him. I think that while the officers of the Association do a very great deal and the members do a great deal for the maintenance and success of the institution, at the same time a great deal of responsibility rests upon the Secretary, and I believe, sir, that the time has almost come when "Secretary" hardly conveys properly the meaning of the work Mr. Murray does; I believe the time has about come when that word "Secretary" should be changed to that of "General Manager." I have the greatest pleasure in moving a most hearty vote of thanks to Mr. Murray and the office staff of this Association. (Applause.)

Mr. Hayes: I second the motion.

The President: You have heard the motion, gentlemen, that the thanks of this Association be tendered to Mr. Murray, the General Secretary, and the office staff of the Association, for their magnificent work throughout the past year. (Carried with applause.)

It needs no words of mine to reveal to you what is the position you occupy in the confidence and hearts of the members of this Association.

Mr. Murray: Mr. President and Gentlemen,—I thank the mover and seconder of this motion most heartily for the kindness that has prompted them to offer it to the meeting, as well as the hearty support that you have given it. The staff that you have appointed to carry on the clerical and managerial work of the Association have given you during the past year the best they were capable of. I don't know that I can say very much in reply to this motion, beyond expressing my very sincere appreciation of the kindly remarks that have been offered, and also my appreciation of the fact that you have coupled with my own name and referred to the other members of the staff, but I can assure you that they are deserving of it just as much as, if not more, than I am myself. I am grateful, however, for this opportunity to say just one thing, and that is to allay so far as I can any suspicious that Mr. Harris may have that the proposed change in the organization of the Association is going to centralize the work too much in the hands of a small body that will dominate it to the exclusion of the membership at large. Mr. Harris is perhaps not as well posted as he should be as to the amount of work, of discretion and of judgment that has during the last five or six years been left to the salaried officers of the Association, and while we would be very glad indeed to make way for men more capable of fulfilling those duties if you can find them, I can assure you as long as the work is left in our hands we will continue to give it as good care and as good attention as we have endeavored to do in the past. You have been kind enough to express your appreciation of the value of our work in times past. I don't think that work is going to suffer in the future by reason of any change of government, because it simply means the elimination of routine, and leaves the responsibility where it now practically rests. I thank you, Mr. Chairman and gentlemen. (Applause.)

The President: Gentlemen, as the closing act of the Convention of 1912, I am going to ask you to rise and give three cheers for the expert heads of the various departments of the Association; we meet them personally in connection with their work, we have learned to esteem them highly as men, and place immense confidence in them as experts. I think we but do our duty to give them a cheer by the way that will send them forward on that way with fresh heart, fresh courage and fresh ambition. (Three cheers and a tiger were given.)

The President: I now declare the Convention of 1912 adjourned *sine die*.

The Convention closed with the singing of God Save the King.

NEW HAMILTON BOOKLET.

The Industrial Bureau of Hamilton has just issued a booklet describing the City. Both pictorially and artistically it reaches a very high degree of merit, and the facilities enjoyed by this thriving city are brought home to the reader in terse and telling language. An excellent map accompanies the booklet. A copy may be had by applying to H. M. Marsh, Commissioner of Industries, Hamilton.

MANUFACTURERS ACCOUNTANT.

Mr. E. M. Fraser, a competent accountant and auditor, formerly of Glasgow, Scotland, has opened an office at 2 Manning Arcade, 24 King St. W., Toronto, and would like to get in touch with manufacturers who contemplate installing cost systems, or who have their books audited monthly. Phones Main 5199 and College 913.

FINANCIAL STATEMENT

CANADIAN MANUFACTURERS ASSOCIATION,

Incorporated.

BALANCE SHEET, 31ST JULY, 1912.

LIABILITIES.

Fees paid in advance and unearned	$13,573 65
Accounts payable	1,405 04
Regina Relief Fund	3,024 72
Reserve for Depreciation, Furniture and Fittings	1,225 00
Balance Surplus Assets	28,595 45
	$47,823 86

ASSETS.

Cash on Hand and in Bank	$16,192 98	
Investments, as per Schedule	20,542 92	
Interest Accrued on above	399 30	37,135 20
Accounts Receivable—Advertising	6,267 68	
Accounts Receivable—Legal Dept.	427 82	
Accounts Receivable — Commercial Reports	6 00	
Fees Accrued and Due	337 07	
	7,038 57	
Less Reserve for Bad Debts	1,000 00	6,038 57
Expense Inventory		46 38
Furniture and Fittings		4,603 71
		$47,823 86

Audited and found correct.

(Signed) WILTON C. EDDIS & SONS,
Chartered Accountants.

Revenue Account

For 12 months—ending 31st July, 1912.

1911. July 31st. By balance		$19,706 52
1912. July 31st. To Expenses—as per Schedule "A"	$37,713 36	
" Bad Debts	29 94	
" Depreciation of Furniture	225 00	
" Extra Provincial Corporations Test Case	338 59	
" Workmen's Compensation Act	1,319 28	
By Membership Fees		38,678 26
" Interest		1,062 38
" Industrial Canada—as per Schedule "B"		8,746 56
" Western Excursion		27 90
To Balance	28,595 45	
	$68,221 62	$68,221 62

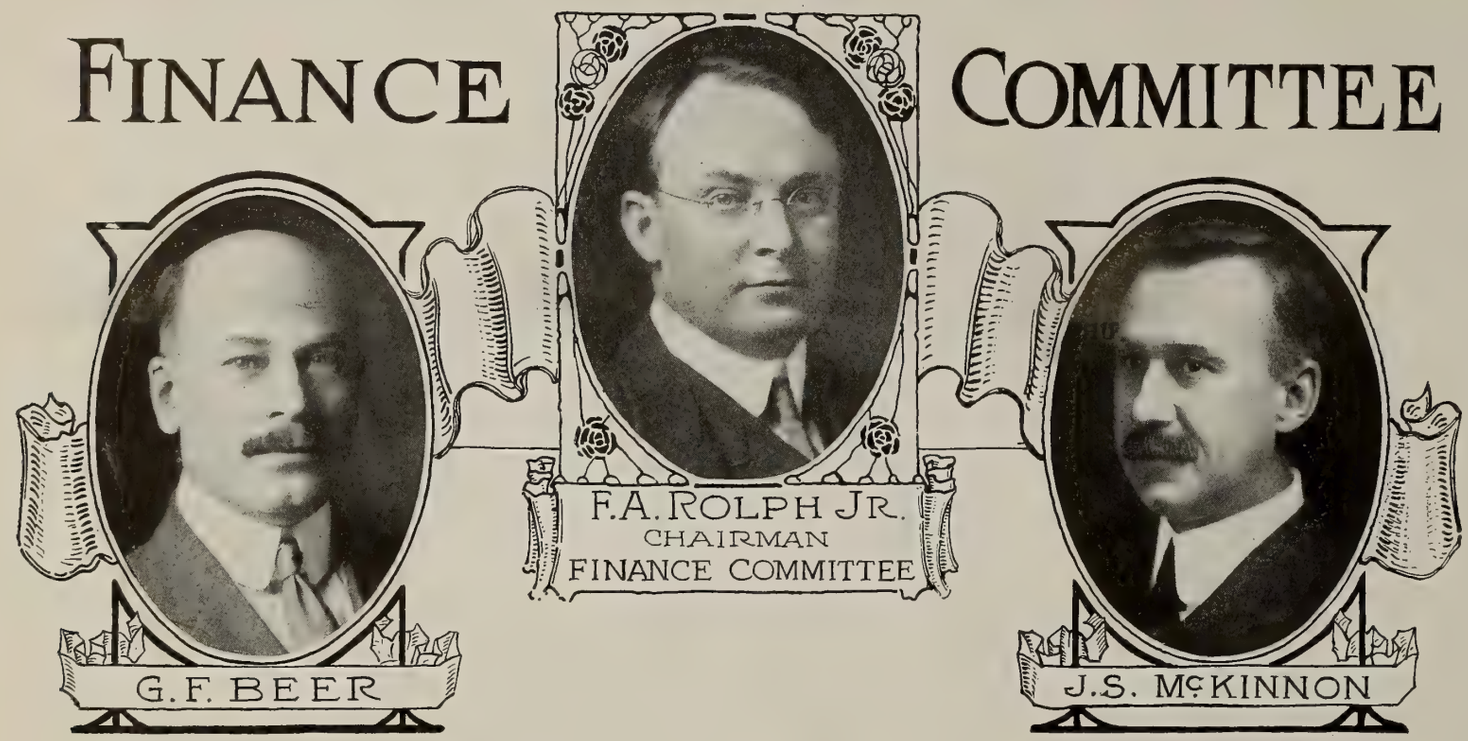
Schedule "A."

Expense Account.

For 12 months—ending 31st July, 1912.

Annual Meeting, 1912		$725 82
Branches:—		
British Columbia	$470 49	
Hamilton	553 18	
Manitoba	366 81	
Montreal	3,535 71	
Nova Scotia	135 10	
Quebec	289 46	
Toronto	1,392 82	
		6,743 57
Certificates		282 41
Counsel Fees		792 50
Departments		
Insurance		1,333 34
Legal		3,318 32
Tariff		5,420 03
Transportation		6,782 16
Exchange		236 11
Postage		$814 86
Presentations		131 50
Printing and Stationery		985 78
Receptions		146 27
Rent and Light		744 40
Salaries		7,882 72
Sections		44 27
Taxes and Insurance		74 03
Telegrams and Telephones		143 90
Trade Index		8 27
Translations		312 16
Travelling		499 33
Sundries		291 61
		$37,713 36

FINANCE COMMITTEE



Schedule "B."

Industrial Canada.

Statement showing Receipts and Disbursements for 12 months ending 31st July, 1912.

EXPENDITURE.

Electros	$464 31
Special Literary Matter	287 00
Postage and Distribution	979 99
Printing and Stationery	9,886 50
Rent and Light	448 78
Salaries	4,847 52
Telegraph and Telephone	66 35
Travelling	482 88
Sundries	60 71
Profit for 12 Months	8,746 56
	$26,270 60

RECEIPTS.

Advertising—Display	$24,655 81
Advertising—Cards	1,495 00
Copies,—Sale of	119 79
	$26,270 60

Cash Account.

For 12 months—ending 31st July, 1912.

RECEIPTS.

Balance 31st July, 1911		$2,562 09
Commercial Reports	34 00	
Entertainment Fund (Toronto Branch)	2,721 56	
INDUSTRIAL CANADA	24,895 40	
Interest	1,018 65	
Legal Department (Fees)	500 00	
Legal Department (Sale Pamphlets)	142 03	
Membership Fees	42,123 74	
Regina Relief Fund	17,821 50	
Trade Index (Sale of Copies)	138 01	
Travelling Refunds	1,585 00	
Western Excursion	27 90	
Sundry Accounts	255 61	
		$91,263 40
		$93,825 49

DISBURSEMENTS.

Expense	$34,688 28	
Commercial Reports	44 00	
Fees Refunded	43 34	
INDUSTRIAL CANADA	17,677 83	
Entertainment Fund (Toronto Branch)	2,432 36	
Extra Provincial Corporations Test Case	338 59	
Legal Department	4,052 09	
Regina Relief Fund	14,755 20	
Trade Index	126 98	
Travelling Expenses Advanced	1,860 00	
Workmen's Compensation Act	1,319 28	
Sundry Accounts	294 56	
		$77,632 51
Cash on hand 31st July, 1912		$16,192 98
		$93,825 49

Schedule "C."

Investments.

	Par Value	Cost.	Rate of Interest.	Due Date.
City of Toronto Bonds	£1,000 00	$4,193 12	3½%	1 July, 1944.
City of Hamilton Bonds	$4,000 00	3,932 00	4 %	1 Sept., 1920.
City of London Bonds	2,000 00	2,017 80	4½%	30 June, 1915.
City of Stratford Bonds	10,000 00	10,400 00	4½%	1 Jan.. 1941.
		$20,542 92		

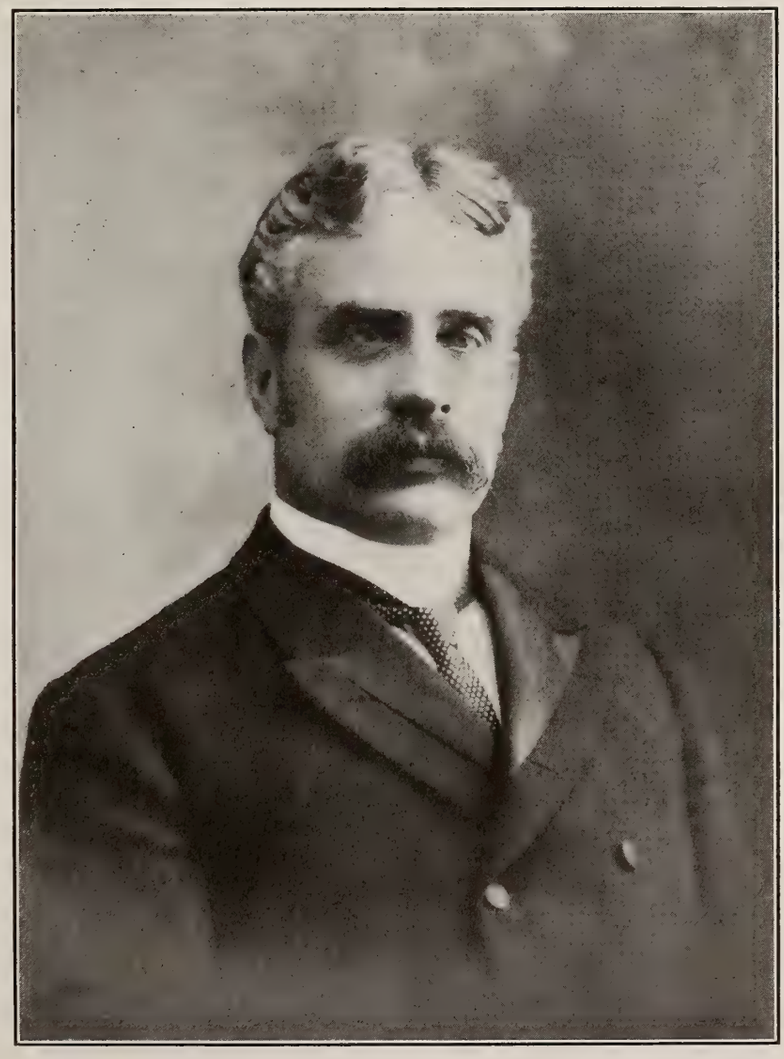
SPEECH OF THE PREMIER

THE RIGHT HON. R. L. BORDEN

Delivered at the Banquet. Fresh from his European Travels, the Prime Minister states his Optimistic Convictions in regard to the future of Canada. He said that we must Improve our Transportation Systems

Mr. Borden: Mr. President and gentlemen, allow me in the first place to congratulate you, sir, upon your election as the chief officer of this very important Association, and I am sure that the very instructive and eloquent address that you have just delivered is in itself the best possible proof of the wisdom of the selection.

I understand that this banquet is to come to a conclusion at eleven o'clock. (Laughter.) Well, that was the intention, and I am bound to say it was a very commendable intention. I have had perhaps a pretty reasonable allowance of banquets this year, and I was very much pleased on the other side of the Atlantic to observe that not one single public function of that character which I attended lasted beyond 11 o'clock, and two of them at least had concluded by half-past ten. I venture to think that is a very good example to offer to those who are responsible for public banquets in Canada. The result of a system of that kind is that everyone is ready to take up his work the next day with good heart and with normal capacity, but there has been more or less tendency in this country, and I have had a considerably long experience of it, to regard a banquet as an absolutely dismal failure unless it lasts until three o'clock in the morning. I don't propose to concur in any opinion of that kind, and I think the intention with which this banquet started out, whether it fulfills that intention or not remains to be seen, was an exceedingly commendable one. If Sir Wilfrid Laurier and I should follow our usual practice of each speaking from two and a half to three hours, which we always do now, it is perfectly obvious you can't do it. However, I shall endeavor to restrain myself and reduce my remarks to very reasonable limits indeed.



RIGHT HON. R. L. BORDEN
Premier of Canada

The President has spoken of the industrial growth of Canada, of its importance. I do not think there is any very great difference of opinion in this country on that point; so far as the principle of our fiscal system is concerned it has not, I perhaps may be permitted to say, without entering on any matter that could be regarded as controversial, changed very much in principle for the last thirty-three years, although modifications in the tariff have been made from time to time. We all realize that the idea of stimulating and promoting industrial growth in Canada was a desire to have produced out of those resources which Providence has placed at our disposal, such articles as might be necessary for the use and convenience of the Canadian people, to have them produced within our own borders, within our own workshops, and by the labor of our own people. That was the original idea. The idea was one which looked to a rounded development of Canadian nationhood, and I would like to say one word in that regard in connection with the aims and objects of this Association. You know as well as I do that in the creation of this Federation, in its growth from a mere fringe on the shores of the Atlantic until it has spread to the Pacific Ocean and to the North Pole, in the growth and development of that Federation, difficulties were encountered by the men who conceived that idea in the first instance, and by those who have carried out that idea to its present wonderful fulfilment. Difficulties were encountered by all these men of a very unusual character. We had geographical difficulties, we had lack of communication, we had a hundred other obstacles to the success of the Canadian Confederation which will be present to the minds of every one of you without my dwelling on them for more than a moment. Those difficulties have for the most part been overcome, but we are still reminded that between the great East of Canada and the great West of Canada we have five or six hundred or perhaps more miles of territory that

now and for a great many years in the future will not be possessed or inhabited by any great population, and I know that all men in public life, whether on one side of the house or the other, agree in this, that every effort which can be made in the way of increasing our facilities by transportation, by bringing the inhabited East close to the inhabited West, by bringing these communities together, by overcoming all this obstacle of space, every effort of that kind must commend itself to the judgment of every thoughtful Canadian; but there is something more than that, it seems to me, for you gentlemen of the Canadian Manufacturers Association. You have created great industrial development, which at the present time is chiefly in the Eastern part of Canada. There is good reason to believe that the cities and towns of Western Canada to-day are looking forward to the time when they shall participate in that great industrial development. (Hear, hear.) And I would venture to submit to you that no worthier object could be placed before you as one of the aims of your Association, no object more important in the interests of the industrial development of this country, no object more important perhaps in the interests of the Canadian manufacturers themselves, than to endeavor to build up west of the Great Lakes, as you have already built up east of the Great Lakes, a great industrial development in that great prairie country and in the Province of British Columbia beyond. (Applause.) And I trust that that object will not be absent from your consideration and from your attention in the very early future.

Our Wonderful Resources.

The industry of agriculture in a country like this must be the great basic industry. The industrial development of this country is due to the enormous extent and variety of the resources which Canada possesses and to the character and tradition of the people who make up the population of this country. It would be idle to pretend that we have no difficulties still to surmount in the future, that we have no problems still to solve. We have solved, it seems to me, with a great deal of success in the past the problem of transportation. A great deal still remains to be done in the future, and I trust that the present administration will not be insensible to the responsibility which it owes in that regard to the people of Canada from the Atlantic to the Pacific; and I would like to say once more in that regard, particularly as one coming from travel in lands abroad, from travel in the British Isles, and from that fair and beautiful country France, which was the Fatherland of the ancestors of a very large and very worthy portion of the population of this country—I would like to say from a visit abroad, particularly from a visit to the British Islands and France, one is struck with the absolute inadequacy and wretchedness of the public highways of this country. The public highways of Canada, it seems to me are a very important part indeed of the general transportation system of this country. We have our railways and inland waterways. In our inland waterways we possess means of communication which is unrivalled in the world, absolutely unrivalled in the world. When we go to the Tyne and the Clyde and see what courage and foresight and enterprise have made of what were no more than rivulets 50 or 75 years ago, and realize what we have in the great St. Lawrence waterway and in the Great Lakes, I am sure every one of us would concede that we would be unworthy of our ancestry, unworthy of our traditions, if we did not make of that great waterway the finest highway of its kind in the world, and I am sure the people of Canada are united in their appreciation of the great advantages which they possess in that regard. But our great inland waterways and our railways are incomplete as a system of transportation unless we follow not only the example which has been placed before us in these European countries, but the example which is before us at our very doors in the great work which has been undertaken in that regard by our neighbors of the great republic to the south who have already entered upon this great work and have accomplished marvels within a very short space of time.

Now, Mr. Chairman and gentlemen, if I am not very careful I shall not fulfill to the letter the promise which I made to you a moment ago, but I would like to say just a word in connection with the presence here to-night of gentleman who represent Associations in the United States of America, having objects similar to those which are entrusted to this Association. I am very glad indeed to see so many young men here to-night, to know that among the leading manufactures of this country young men are so prominent and have already come so much to the front. We in Canada have a great deal to learn in many respects from the United States of America. I have made that statement many a time on the public platform in this country when no citizen of the United States was present, and I am very glad indeed to be able to make it to-night in the presence of these gentlemen, and I would like to say that we in Canada owe some especial duties to this great empire of ours of which we are proud to form a part, whose flag floats over us to-day and will float over us for many centuries—(Applause)—we owe a great duty to that Empire in endeavoring to take our place within it as one of its great nations in assisting it to do that great work in the cause of civilization, of humanity and of peace, which I think it may fairly be claimed that the British Empire has done in the years gone by. We are united to that Empire by the closest possible ties of affection, of loyalty, of allegiance, of tradition and of race, but we are also united by ties of kinship, by continual and increasing ties of social and commercial intercourse and good will with the great democracy which lies to the south. (Applause) and Canada would fail in one of the chief duties which she owes to the world, to the Empire and to herself if she did not always in the future endeavor to be a bond of peace, good will and fellowship, between the United States of America and this great Empire of which we are proud to form a part. (Applause.) So we welcome here to-night, I am sure I may be permitted to say, we welcome as Canadian citizens the presence of our brothers from across the line, and we hope that when within a few weeks we come to celebrate, as we intend to celebrate the anniversary of the century of peace they will join with us and with all who are citizens of this great Empire in making that celebration worthy of the event which it commemorates and worthy of the two great races—the two great democracies of the world who to the south are united in one great nation under the Stars and Stripes, and we who are united, throughout many continents of the world, under the folds of the Union Jack. (Applause). And, coming to you from abroad, coming from those old lands beyond the seas, and speaking particularly of the people of the British Islands—indeed, from the people of France as well as from the people of the British Isles, my colleagues and I during our recent visit received a welcome that was worthy of those great nations and that I am sure was appreciated by all the citizens of Canada, because the welcome was yours, not ours—coming from those old lands we feel that we can assure you that to no quarter of the world, to-day, to no land, to no dominion within this Empire are the eyes of the Mother Country, and, indeed, of all Europe, more closely directed than they are to this country. I venture to think that the people of Great Britain are conscious to-day as they never have been conscious before of the greatness of the destiny which awaits the vast overseas dominions which owe allegiance to that Empire; and all we require in this country of ours is courage, foresight and faith.

A great writer, Mr. F. S. Oliver, in the life of Alex-

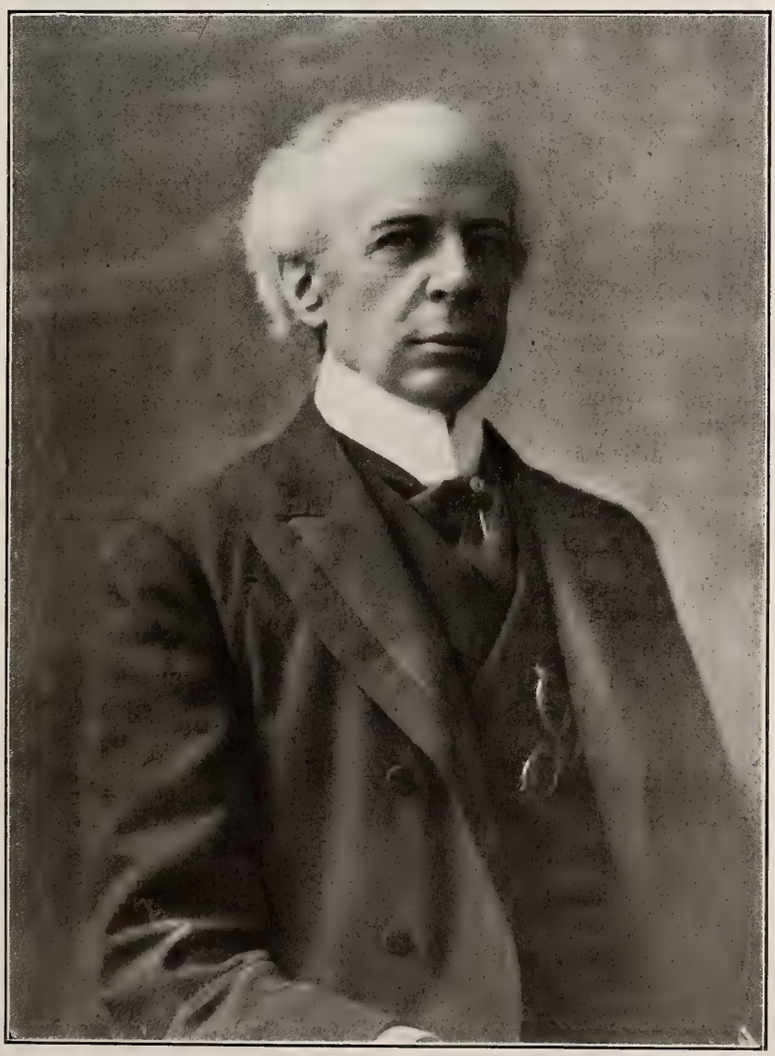
ander Hamilton, one of the greatest of the statesmen who formed the constitution of the United States as it is to-day, used very pregnant and significant words with regard to the United States. He said, "The United States have been fortunate in the possession of a great and constant tradition compounded of an intense belief in their institutions, in their destiny and in themselves. They have been possessed of that tradition and it has stood them in good part in the many times of trouble and of stress, and it will stand them in good part in the future, because no one can doubt that the great democracy of the United States will solve all its problems and will perform in the service of the world an even greater part than it has performed in the past." No one doubts that to-night. Now, we in Canada have a country which I am sure every one of us in proud of. The growth of national spirit in Canada during the past 45 years has been a wonder even to Canadians, and, following the example of our brethren to the south, let us possess ourselves of a like great and constant tradition of belief in our institutions, in our destiny, in our country and in ourselves. I believe, indeed, that the Canadian people to-day are very firmly seized of a tradition of that kind, and I do not doubt that in the years to come not only will the material greatness of our country be all that anyone of us to-day hopes or anticipates, but that with it there shall come a civilization inspired by still higher traditions and ideals which make up the true character of a people, and that not only in material greatness in its highest and truest sense the people of Canada will take their true place among the nations of the Empire and before the face of the nations of the world. (Applause.)

THE LEADER OF THE OPPOSITION

THE RIGHT HON. SIR WILFRID LAURIER

Told the Manufacturers at the Banquet that there Should be no Tariff Tinkering, and Expressed his Pleasure on Hearing that the Industrial Life of Canada had Developed so Rapidly Since the Year 1900

Sir Wilfred Laurier on rising to speak was greeted with cheers, and the singing of "For He's a Jolly Good Fellow." He said: Mr. Chairman and gentlemen—I also, like my friend the Prime Minister, must commence by offering you my very sincere congratulations upon your election to the supreme post of honor in the Canadian Manufacturers Association. I do so with all the more pleasure that you and I, sir, are old friends. It is true that we did not always see eye to eye—(Laughter)—but as you have yourself stated, it so happens sometimes that the color of the carving does not suit the wall paper, and I am afraid that on a recent occasion the color of that carving rather suited the color of the paper of my friend to my right. Let me also, sir, offer you my congratulations upon the very happy and lucid paper which you have presented to us I do so with all the more pleasure in that I would take the liberty of taking some exception to the statement which you have made. You see it so happens also on this occasion your carving didn't suit the color of my wall paper, at least in some part. (Laughter). But this only illustrates what a privileged and free people we are. The sentiments, sir, which you have expressed in your address are at the present time largely in the hands of the Canadian Parliament. Perhaps I will not surprise anybody at this hospitable board if I say, if I frankly aver, that my confidence in the Canadian Parliament is not as great as it was some years ago. (Laughter.) I do not say that at all by way of disparagement. I am satisfied that the present Canadian Parliament will endeavor to discharge its duties to the best of its light, even if the light is opaque and dim and smoky. I have no doubt at all that the Canadian Parliament, like a certain hot place, better not to mention, is paved with good intentions and we will have to see what their excuses will be. But the Canadian Parliament is, by its nature entrusted to minister to the wants and requirements of the people, but "people" is a very large and general expression; the people are divided into classes, sections, professions and crafts, and the classes, sections, professions and crafts, whilst they have all interests which are common to all, have also differences of interest which may clash with one another, and it is the part and duty of the Canadian Parliament to endeavor to adjust those differences, to be fair and just and equitable to all, and to give to each justice as justice may be due to each. You, sir, and you gentlemen of the Can-



THE RIGHT HON. SIR WILFRID LAURIER



One of Ottawa's Driveways.

adian Manufacturers Association represent one of these large interests, and in this age of modern improvement manufacturing is coming to be more and more a powerful interest in every civilized community.

Happy To See Their Growth.

I was proud to read—I didn't have the privilege of listening to it—I was proud to read yesterday the address of the outgoing President, Mr. Curry, and may I say that one particular thing which made me proud was to notice, in his own words, the great advance and progress which has been made by Canadian manufacturing during the past few years. I never posed as a particular friend of the manufacturers, though I think they can claim that it was my endeavor whilst I had the place of my friend to my right to do justice to them in so far as was in my power. (Hear, hear.) The manufacturers, of course, have their interests, and also the consumers have their interests. It was the endeavor of the preceding Government, as I am sure it will be the endeavor of the present Government to try to adjust the differences which may exist between the manufacturer and consumer, and to give to all the measure of justice to which each may be entitled. If we did not do much for the manufacturers, at least, we gave them justice or tried to do so. There is one thing, however, which is always in the minds of the manufacturer and that is the tariff. So long as Canada will continue to collect its revenue from customs the tariff must always be a tender and delicate question for the manufacturers. Upon what principle the tariff should be levied, the customs and duties should be levied, I am not going to say. This would carry us too far into politics, and politics are to be tabooed altogether from this hospitable board; but whilst we may have our differences of opinion upon this point it seems to me there is one thing upon which we can all agree, on which we ought all to agree whether we are Protectionists or Free Traders, it is this, that there should be no tinkering of the tariff, but that there should be tabulated and periodical revisions. In a country like Canada, growing as it is and developing from day to day conditions will always arise which may require an adjustment of the tariff. Circumstances may from time to time impel the Minister of Justice and the Minister of Finance to look at the conditions which he has before him, but it seems to me, and I venture to say that this was the policy which was followed by the late Government and which is followed by this Government also, that stability in this revision is one of the essential elements of our manufacturing interests. The man who goes into an enterprise wants to know particularly and has to study the conditions in which he has to operate, and wants to be perfectly clear that for some years to come at all events this condition will not be interfered with. I would not presume to say the tariff should be immutable, but I would say that the tariff should be immutable until there is a new periodical revision. These are some of the views which we have endeavored to maintain in the past, these are the views I am now hoping will impress themselves upon the present administration so long as we have a customs tariff. Sir, this was the policy which we endeavored to follow when we were in office, and if we had done that much and nothing more for the manufacturers I think after all they would have to say that we endeavored to give them the measure of justice to which they were entitled.

The Twentieth Century.

I said a moment ago that I was proud, in reading the address of Mr. Curry, to notice the development which has taken place in manufacturing. I noticed it specially in the lecture delivered some few months ago by Mr. Blue, the Statistician of the Dominion; and then, sir, if anything could give us courage as Canadians, if, indeed, we wanted courage, it would be the marvellous development which has been made by our country during the last 20 years or so. Canada 20 years ago was not much, but Canada to-day has taken its rank among the nations of the earth. (Applause). A new star has arisen in the western sky. Mr. Blue in his address commences the last paragraph in these words, "Canada has begun the century nobly." Well, sir, it is now about 12 years ago—at the beginning of the present century—that I ventured to assert that as the 19th century had been the century of the United States so the twentieth century would be the century of Canada, and the development that has taken place since has gone to confirm what I said on that occasion. So with all my heart I say all success to the manufacturers, and I am sure the manufacturers will say with all their hearts, all success to the consumers. And, sir, let our motto be "Canada first, Canada last and Canada for ever." (Applause).



Ottawa—View Northeast from City Hall Tower.



BETWEEN THE TWO

SPEECH OF THE FINANCE MINISTER

Hon. W. T. White

Reviewed the Remarkable Growth of Manufacturing and Complimented Factory Owners, but Told Them not to Forget the Things of the Mind and to be Liberal with the Universities

Mr. Chairman, Mr. Borden, Sir Wilfrid Laurier, ladies and gentlemen, as the Chairman has stated I have been but a brief time in politics and consequently I have not as yet learned the art of speaking without saying something. (Laughter.) But I am only a comparatively young man and like the young man in the Scripture possibly in time this, with all other things may be added. Having sometning therefore to say, I intend to trespass upon your time with your indulgence and with your consent for a little past the five minutes which I understand is to be allowed to me. Now, at the outset will you let me say that I have listened, as I always shall listen to the eloquent words of my Right Honorable friend, Sir Wilfrid Laurier, and when he talked of the tariff, which is peculiarly under my department, and when I heard him speak, as he did of stability and the desirability of stability in our fiscal affairs I said to myself, and I hope you will concur, he is really not very far from the Kingdom. (Laughter). Like the young man in the Scripture, however—you see I come back to the Scripture—there is still one think lacking, but he has properly said that politics are tabooed, and so I shall let you and him guess what I mean. He has stated that he has not the confidence that he had in the Parliament in Canada, and I was thinking it is astonishing what a profound effect a change from one side of the House to the other will produce. Now, I am entirely satisfied with the present situation. (Laughter). And I may say that nothing pleases me more from every standpoint than to see my Right Honorable friend sitting, as he does so handsome and debonnaire, just across from me. He is an inspiration to a young member of the House and I always find myself unconsciously talking at him. But I must say I am disappointed because I never succeed in converting him to my view. If I bring down my estimates they criticize me because they allege there will be a deficit, and I haven't the slightest doubt that when I show a substantial surplus at the end of this year they will say there should have been no surplus. But, however, politics to one side, let me say, Mr. Chairman, I desire to thank you and the Manufacturers Association very heartily for the courtesy of the invitation to me to be present to-night, and for the privilege of meeting so many representatives of the great manufacturing industries of Canada, drawn as you are from all parts of the Dominion and embracing in your number some of our most distinguished and foremost citizens; and I desire to

congratulate, you, sir, upon the attendance which has marked the occasion of your Convention, and I sincerely hope that your deliberations will prove fruitful not only with regard to the Association itself but to the Dominion, because I realize that this Canadian Manufacturers Association has not had as its ideal only its own narrow interests, but that everything that affects this Dominion as a whole, and all its varied interests, agricultural, industrial and commercial you have always held very close at heart and will I believe continue to do so. (Applause).

Now, Canada has been making giant strides, as stated by my Right Honorable friend, Sir Wilfrid, during the past few years. There is no country, I believe, so much in the eye of all the other nations as Canada to-day. It is very much in the eye of capital and it is very much in the eye of the homeseeker, and so far as my knowledge and observation extend I do not believe that there is in the world to-day a better field either for the investment of capital or for the homeseeker seeking to establish himself so that he and his family may enjoy prosperity. (Hear, hear.) Our trade, which amounted to some $800,000,000 last year, I am glad to say has been growing almost by leaps and bounds. I think it shows about 30 per cent. increase during the first five months, and at that rate I hope, although I shall not predict, that our trade shall reach the enormous total of $1,000,000,000 for the year 1912-13. (Applause). Our revenues, I think, have never been so buoyant. As I was saying in Toronto the other night, speaking to the Chartered Accountants Association, there is corn in Egypt so far as the treasury of the Dominion is concerned.

Now, with regard to the progress which has attended all the activities of Canada during the past few years I am happy to say to you and I desire to congratulate you upon the fact that in none has there been greater progress than in the enterprises which you gentlemen represent. The genius and enterprise of the business man of Canada, their capacity and their courage and their intelligence are fast placing this country high in the ranks of the industrial nations of the world, and I believe that courage and capacity and intelligence will in the future, as in the past, continue to grow regularly and that we can look forward to, instead of $1,200,000,000 of a total output, to $1,500,000,000 to $2,000,000,000, looking to the future, as the output of the manufacturers of this great country.

Without going into figures, it is to me a matter of patriotic pride that you are able to show that you have invested in this country no less a sum than $1,200,000,000 in manufacturing enterprises; that your output amounts to a like amount; that you employ 500,000 operatives, and that you distribute no less a sum than $250,000,000 in wages in this country. I am sure, Mr. Chairman, that is a record of which every member in this assembly may well feel proud.

Now, apart from the capacity and intelligence of which I have spoken, apart from the human side of the question, what is it that has made that possible? Well, it is simply this, I think, that we occupy, and we have begun to realize it in the last few years—we occupy one of the very great countries of the globe. What shall we say of this vast heritage, of this wonderful patrimony that is ours to possess and occupy and develop? We have, I suppose, natural resources unequalled in the world; we have around our coasts fisheries among the most valuable in the world. I think last year $30,000,000 was the product of our fisheries. Then we have, as you know, vast stretches of agricultural land. We have the maritime provinces, we have the old-established provinces of Quebec and Ontario, and let me say that the development of this north country will be wonderful in the comparatively near future. New Ontario has three or four, some say five, times the area of old Ontario. We have those wonderful prairie provinces in the west, 250,000 square miles each—modern Germany only 218,000 square miles—they are Empires in the making if we only come to realize it; and only from eight to ten per cent. of the area of Saskatchewan brought under cultivation, one of the greatest single wheat producing areas in the world. Then we have that marvellous and wealthy province, British Columbia, with its wonderful values of mineral wealth. All this we have. The agricultural possibilities of Canada are almost unlimited. In addition to that we have vast mineral wealth. I shall not speak of it in detail. You know Cobalt, unknown a few years ago and now producing 15 per cent. of the world's output of silver. As I say these are parts of our natural resources. Then we have vast, almost illimitable timber wealth in this country, not inexhaustible, but inexhaustible if we employ proper scientific methods as we should, as a nation do. What shall I say of the water powers available to you gentlemen and your successors? Practically unlimited. No country in the world has more valuable or more extensive or more widely distributed water powers than this great Dominion of Canada. You therefore have the first requisite to successful manufacturing. That is to say, you have vast natural resources to draw upon.

Then I was glad indeed to hear your President refer to the labor situation in Canada, and I must say it is a matter of congratulation to you and a matter of great satisfaction to me that your attitude toward labor is so friendly and sympathetic. I believe myself that that is not only in accordance with humanity but also it is in accord with the soundest dictates of good common business sense and administration. To make friends with your workmen, to give them more than a living wage, to take an interest in their affairs so that every man may hold his head up in this country and not feel he is getting a bare existence wage, but he is receiving that share of the product of the manufacturer of Canada which will enable him not only to exist but support his wife and family in accordance with the standards of our western civilization and lay something by for his old age. (Applause).

You have spoken about the markets and, of course, your best market, as it is the best market also to the farmer, is the Canadian home market. A very, very large percentage, not the entire amount, but a very very large percentage, by far the predominating percentage of your output finds its market in this great Dominion of Canada, it finds its market among the agricultural population, and it finds its market in the great cities which you gentlemen have helped to build up.

Your Chairman has spoken of moderate Protection as being your policy. Under that policy I think, continued as has been said for some 33 years, in substance, your industries have thrived and your output has increased; cities have grown from small towns throughout Canada; there has been employment on a very large scale, and there has been a market, I don't believe any better market in the world either as to volume or as to price obtainable for the products, for the farmers of this country. You have great cities such as Montreal and Toronto, the large industrial cities of Quebec and Ontario, and you have Winnipeg and many other cities whose populations have doubled and in some cases quadrupled in this country within the past ten or fifteen years. Those are great consuming centres, and while you find your market, as I have said, among the farmers and in those cities, the farmers in turn have found and will find their market in those cities which your enterprises have helped to build up. (Applause). There is no conflict between manufacturer and farmer, there is a solidarity in their interests, properly understood—the interests of all people of this country, no matter what their trade, no matter what their calling, no matter what their occupation may be—I say the interests of the people of this country as a whole are really one and indivisible.

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the development which we have had and with the development which is continuing, and with the development which is sure to come in this country, because we are away past the experimental stage, we have a great part of our national plant in the way of railways and canals and inland transportation completed—as I say with the development that will come what may we look forward to? We may look forward in this country to a population of ten million, fifteen million, twenty million, twenty-five million. You may look forward with certainty to that population easily within the lifetime of those who are here, and even those I think who are of middle age here may look forward to a population of twenty or twenty-five million. That market will belong to the people of Canada under our system, but I entirely agree with the remarks of the Chairman that you must also seek to extend your manufacturing enterprises and find your markets as well outside of the Dominion of Canada. There is no limit to your enterprise, there is no limit to the enterprise of the manufacturers or the business men of Canada, and I look forward to the time when Canada—and she has made a fair beginning to-day—will be contending with the other nations of the world for the markets of the world outside of her own Dominion.

Now, it has been stated, and I think properly, that the great question in Canada to-day is the question of transportation, and don't let it appear that I am unduly censorious or that I blame men for not foreseeing what few of us could have foreseen, and that is the extraordinary development that has taken place in this country within the last five or six years. The railways I think have done much; some of them might have done a great deal more, and they will have to do a great deal more in the future, but they have done much, but just as surely as we are here to-night there will be in this country, in view of the increased population that I have mentioned, and in view of the enormous development and the great increase of output, a continuous and insistent demand for more railways, more branch lines, more rolling stock, and more shipping; there will be a continuous and insistent demand for that, and our great railways and their managers must have vision, they must believe profoundly, as I believe most of them do, in the future of Canada, and they must continue to pour out money for the extension of the railways, for the extension of branch lines, for the purchase of rolling stock and equipment, in order to move the great agricultural and manufacturing products of this country.

Now, in connection with that there is the development referred to by my Right Honorable friend, the Prime Minister, the development of the inland navigation of Canada. I never realized what a waterway meant to a country until I saw the German Rhine and saw the commerce passing up and down it—a great national highway. We have here a thousand miles of the St. Lawrence to Montreal and we have a canal system and a lake and river system unexcelled I believe in the world, extending half-way across this continent to Fort William. Now, it undoubtedly devolves upon this Government to see that that waterway is developed as the railways are developed in order that it may do its share in carrying the product of Canada to the markets of the world. (Applause.) That means we must develop harbors. I had the pleasure of looking over the Montreal harbor a short time ago and I was immensely pleased with the work that had been done there. I say that I would like to see all the great harbors on our waterway system developed and I would like to see our terminal facilities improved, and I believe that any Government would be justified in spending money lavishly for that purpose, because when completed it is not spent and gone but you have simply changed money into another form of asset, you have changed it into a great national asset which will endure for generations to the permanent benefit of the country. (Applause).

Now, I am taking up your time, but I just desire to say this further, that we shall have also our duty upon the Atlantic coast and we shall have our duty upon the Pacific coast, the duty we all owe to the people of Canada, to see that we are ready in time for the great trade that is to come in increasing amount. I was down at Halifax the other day, and remember it is one of the front doors of Canada, if not the very front door, and I like to see the front door looking well, I like to see the door knob polished up, and I would like to see that harbor developed down there and terminal facilities for the Intercolonial improved down there, and I would like to see better immigration facilities down there, and so far as I can bring it about I am going to try to do it. And, by the way, I had the pleasure of opening the great works at St. John this year and I said to those people down there, when I was talking about what I expected to see in the future when that great City of St. John is developed—because it will be a great city—when I pictured its future I said the Government of Canada was willing to embark upon this great enterprise because it believed in the transcendent possibilities of this splendid country. It is only because we have faith in this country we would go ahead or be justified in going ahead with those works at St. John and these others I have mentioned, because there will be a continuous stream from east to west of products over to the seaports to find the markets of the world and we must be beforehand with these terminal facilities which are so absolutely necessary and indispensable in connection with the handling of those products.

A Voice: What about Quebec?

Mr. White: Quebec is a splendid city and I have promised to be down there in about two weeks, and if you are down there at the time I am down there I will be very glad to speak with you. I am beforehand even in that; I am just two weeks ahead of time. I am not mentioning these things in detail because I would not overlook Toronto if I were, but I am getting past that five minute period they set for me. On the Pacific coast we must be beforehand to anticipate that great need of our west, spouts, I mean railways; I don't mean some kinds of spouts; as I say, there will be a great part of our product that will find its outlet on the Pacific coast. We must be beforehand in regard to that. There will be a great trade with the Orient, no doubt about that. You have seen the rise of the people in Japan. You will see also in our time the transformation of China, you will see a marvellous nation there, and see some changes possibly by reason of the Panama Canal route. Nevertheless we must be beforehand and we must have these terminal facilities, we must be prepared to spend money upon these harbors. That is the reason why I like a good revenue so that we will be able to do that, and when I come along, as I hope with a surplus I am sure there will be no adverse criticisms. I have spoken about material things and spoken about them so often that I am getting to be tired of talking of dollars and cents, and I want to say this to you manufacturers, because you look like a prosperous lot of men, I know you are public spirited and I know that you have a deep interest not only in your own affairs, but in the affairs of the cities that are your homes and in the country generally, I want to put in a word for higher education. I have been interested for many years in the universities, and they are very close to my heart, and I desire to say this, that in this growing time when this whole country is so prosperous let us see that we do not overlook the things of the mind, let us not forget, and in a practical way, those institutions that are devoted to its development and its culture. Nothing has pleased me more than the ideal of education which has always been established by this Canadian people. When I go west although I admire their wheat fields, and the courage and enterprise and ability of those people who have developed that west, I admire most of all this, that they have absolutely deter-

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mined that they will spend their money freely in developing their educational institutions. You go to Winnipeg, and you will find there the University of Manitoba. You go to Saskatchewan, and there at Saskatoon you will find the beginnings of a magnificent university, the University of Saskatchewan, and you go on to Alberta and cross there and on the bluffs of that river at Strathcona you will find the beginnings of the great University of Alberta, and over at Point Grey on the Pacific coast you will find the beginning of the great University of British Columbia. Those men are laying foundations not only for a material civilization but an intellectual and moral civilization. You can't have natural greatness unless you pay, unless you will support those institutions, which, as I have said, develop and cultivate the things of the mind. I am only passing that on because I do get tired of talking of material things occasionally. The danger of those of us who are in business, when we are in business, is to be too greatly devoted to the affairs of our business. I know there is much excuse for it because I know when a man creates a business, after a time he cannot let go, he must give his attention continually to that; but I am putting in a word for higher education because I think it is proper to do so, and I may not have another chance at such an assembly as I see before me to-night.

A Word of Advice.

Let me say this with regard to the manufacturers, because I want to give you a little advice—I desire to say this, you gentlemen have the benefits of a moderate protective tariff that should result in the development of all the industries in Canada that are possible of development, a moderate protective tariff. Let me say to you that with that protection that you have go several obligations which I have no doubt you have discussed and canvassed in your minds, and I do not believe you will materially dissent from what I am about to say. I like to see the keenest competition within the tariff wall. That is the only rational theory of a moderate protection. It holds your market, but the consumer is entitled to the benefit of the keenest competition you can give him. Just one other thing. I believe there devolves upon the manufacturers of Canada—and I don't believe you will dissent from me in this—the obligation to the best of their ability to take care of their market. That is to say, to supply to the best of their ability, to the best of their enterprise the market which is secured for them. I was glad to hear, and he anticipated me in it, what my Right Honorable friend the Prime Minister had to say with regard to the desirability of establishing industries in the great West. They have there not the labor population you have in the East yet but I think sufficient to make substantial beginnings, and I am glad to see substantial beginnings have been made. They have coal and they have power and they will have a vast population. Now, surely there is a splendid field for the establishment of manufactures and for the extension from the East to the West of the existing manufactures here, and I am glad to see that the tendency has more than begun. I expect to see large flour mills established in the West. Where the grain is there the mills ought to be and I think a moderate tariff has the tendency, in fact the certainty of bringing in the mills to manufacture where the grain is.

Now, it is not a pleasant role giving advice, but as I understand you don't dissent substantially from what I have said, you will take it as part of my ordinary discourse. What may we look forward to? In addition to the future I have mentioned, as to population, what can we see in this country? I think we can see this great increase in population and we can see our great agricultural lands taken up, settled, developed, occupied and cultivated; we can see prosperous farmers and artisans, we can see prosperous manufacturers, we can see prosperous merchants, we can see the whole community prosperous in the extreme, working all together, not with one class set against another class, but working all together for the fulfillment of the destiny of this country in order that we may realize to the utmost the greatness of its possibilities and take our place, as we ought, among the great nations of the world, always as a part of this great British Empire of which we are all so proud to call ourselves citizens and subjects. (Applause.)

President Gourlay: We are now to have the pleasure of a song from Mr. A. W. Hugman.

SPEECH OF THE MINISTER OF MARINE

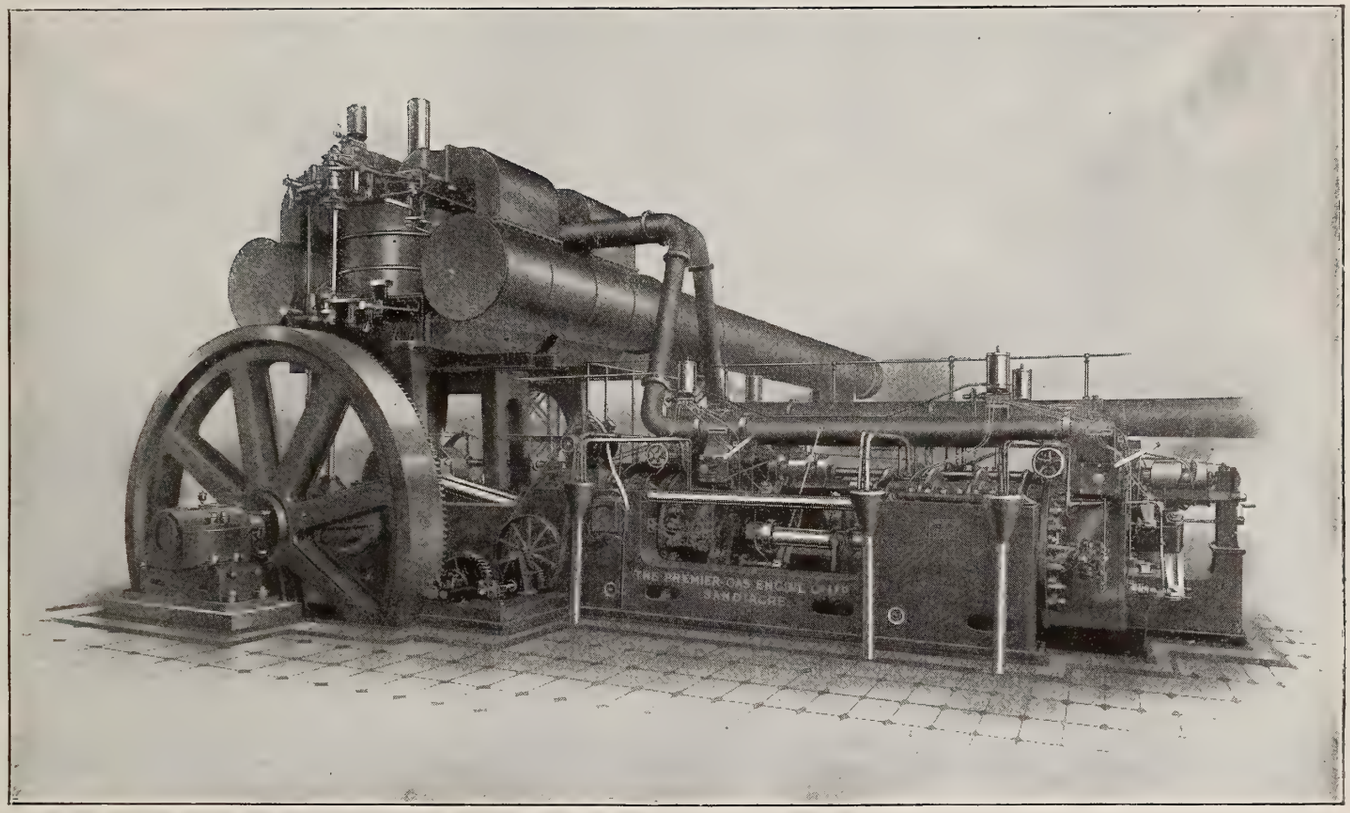
HON. J. D. HAZEN

Tells Manufacturers and Shippers to Bring to the Government a Scheme of Marine Insurance to Combat the Excessive Charges of Lloyd's, and it will be Considered

After the song the President said, I will now call with great pleasure upon the next speaker, the Honorable J. D. Hazen, Minister of Marine and Fisheries. (Applause.)

Mr. Hazen: Mr. President and members of the Manufacturers Association, ladies and gentlemen, I would like to be permitted to join with the Prime Minister and with Sir Wilfred Laurier in extending my very hearty congratulations, not so much to you, Mr. President, as to the members of the Canadian Manufacturers' Association for the honor which they have done themselves in selecting as President of their Association a gentleman who is so well known throughout the industrial world in Canada and so well known because of his many merits as a citizen, as well, to preside over the meetings of this Association. (Applause.) I think I may fairly say that it is no empty honor to be called upon to be President of an Association representative of the Manufacturers and of the industrial life of the Dominion of Canada. I recently read statistics prepared by Mr. Archibald Blue, the Statistician of the Dominion, in which he pointed out that the products of the mill and of the factory and of the different workshops throughout the country exceeded in value by many millions of dollars the products of the farm, the products of the fisheries and the products of those other elements which contribute to the national life of our country, and it goes without saying, I think, that it is largely upon the enterprise, the energy, and ability of the manufacturers of the country that this country depends to-day for the employment of its population, and for the home market which is of such inestimable value to the farmers and the other producers in our country. I think, too, Mr. President, that the honor of presiding over this Association to which you have been elected is not at all detracted from by the fact that you succeed a gentleman who has presided with such acceptability in the last year, and whom I, as a Maritime Province man,

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CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

am proud to regard as one of the great captains of industry which the Maritime Provinces have produced. (Applause.)

It is now, gentlemen, past 11 o'clock, and I am afraid that my good friend, the Finance Minister, has occupied the greater part of the five minutes which I understand was allotted to me, and as I am here to-night only as a substitute for another gentleman I am not going to trespass very long on your time. Were the Minister of Trade and Commerce here, the gentleman whose place I have come to fill to-night—very unworthily I am afraid I will fill it—I know with his eloquence and great power of language he would command attention from you for a very long time, if he chose to do so; but so far as I am concerned I could not hope for a minute to occupy your time with the same interest he would do, and therefore I will confine the brief remarks I am going to make to a reference to two subjects, both of which I think are of great interest to the people of Canada to-day and of interest to the Manufacturers' Association, and both of which, to a certain extent, fall within the jurisdiction of the Department which it is my honor to preside over in the Government of Canada at the present time.

In reading to-night in the papers of the deliberations and discussions of your Association I see that you had before you for consideration a subject of very great importance indeed to the people of Canada as a whole, of special importance to the shipping interests and to those bringing from across the seas goods and raw material for the purpose of selling them in Canada or manufacturing them into goods that will be sold in Canada. I notice that a resolution was brought before you and after some amendment was passed with regard to the rates of insurance that are being paid upon the St. Lawrence route at the present time. I don't think I am overstating the case when I say it is the opinion, the very strong opinion, I might go further perhaps and say it is the conviction of all who have studied trade conditions so far as they relate to the shipping interests of this country, that Canada is discriminated against at the present time by the underwriters so far as the rates of marine insurance upon the St. Lawrence, and in fact in the whole of British North America are concerned. (Applause.) Lloyd's insurance rates on single screw vessels plying to American ports are from 10 to 11 cents on $100, and for the same type of steamer using the St. Lawrence route it is 15 cents. On double screw steamers plying to American ports the rate is 15 cents, and for the same type of steamer on the St. Lawrence route 22½ cents to 25 cents. It will be admitted, I think, on all sides that that is a very serious handicap to Canadian shipping and to the importers of goods from the British Isles; but there is worse than that, for commencing on the first of September Lloyd's raised the rate on tramp steamers using the St. Lawrence 1 per cent. on the cost of the vessel, and for the month of October 2 per cent. on the cost of the vessel, and by raising the rate on tramp steamers it will increase 1 per cent. on the cost of the vessel in September, and 2 per cent. on the cost of the vessel in October, the result is a rate is imposed upon tramp steamers coming to the St. Lawrence that is practically prohibitive, and the result is that steamers of that class are kept away from the St. Lawrence, and in the fall of the year the greatest possible difficulty, in fact an impossible state of affairs occurs, and it is impossible to move from the St. Lawrence the amount of grain that is coming there for shipment or that wou'd come there for shipment if steamers of the tramp class could be got to come to Montreal for the purpose of carrying that grain away. That constitutes a tremendous handicap upon the Canadian trade, it gives that enormous advantage to the ports of the United States, and the result of that is that thousands upon thousands of tons of grain that in the natural course of events ought to be shipped out of the St. Lawrence in ships sailing to the port of Montreal or Quebec, are carried down to American ports and shipped on vessels sailing to American ports and the business given to those American ports, and the advantage of that trade is lost to the Dominion of Canada. That is a state of affairs, I think, that cannot be regarded complaisantly by people endeavoring to build up on this northern part of the North American continent a great commercial country, and a country that ought to be able to handle through its own ports the products of its own fields and prairies.

The resolution finally adopted to-day at the meeting of the Manufacturers' Association to-day asks the Government of Canada to cause representations to be made to those who are engaged in underwriting risks upon vessels sailing between Great Britain and Canada, and if those representations are not availing, then asking the Government of Canada to assist in the carrying out of some plan of insurance that will enable vessels engaged in the Canadian trade to get insurance rates on terms that were more equitable and fair, and that were more in proportion to the rates imposed upon vessels sailing to United States ports.

I would like to say to-night briefly to the members of the Canadian Manufacturers' Association, that representation of the character they asked us to make have already been made to the underwriters and to Lloyd's in Great Britain. Representations have been made in the past, representations were made during the past summer when a number of the Canadian Ministers were in London. Facts and figures have been laid before the Underwriters; it has been pointed out to them that during late years great improvements have been made in the St. Lawrence route; that not many years ago the depth of water in the channel from Montreal down, in places did not exceed ten feet; to-day from Montreal to the sea we have a channel 30 feet deep, a channel that is being widened, straightened out and improved every year, and which is now being deepened to a depth of 35 feet; it was pointed out to them of late years aids to navigation of the most modern character it is possible to obtain, have been placed along the St. Lawrence; that there is a lighthouse practically on every headland, that on every promontory and point there is something to guide the mariner, and that the channel is well buoyed, and in addition to that submarine bells have been established, and that the most modern and up-to-date aids to navigation have been established along the St. Lawrence route, and that the Government of Canada—and I refer to no particular Government—are willing to go on spending money, putting better aids on as the inventive genius of man produces aids that are better than those we have to-day; and there has been an improvement of a very great character indeed in the aids to navigation upon the River St. Lawrence, and to-day there is no waterway in the world that is better guarded, better protected, better buoyed or lighted than is the St. Lawrence from Montreal to the sea. It has been pointed out to the Underwriters that the reductions in insurance rates have not been at all commensurate with the improved conditions that have been brought to pass on the St. Lawrence river, and that to-day the rates being charged to ports in Canada are out of all reason and all proportion to the rates that are being charged in the United States. Although all these facts have been laid before the Underwriters I regret very much to have to say to this audience to-night and to the members of the C. M. A. who have been discussing this matter, that I cannot give them any reason to hope that the Underwriters are prepared to make any further reduction in the rates at the present time so far as the St. Lawrence route or the ports of Halifax and St. John in British North America are concerned. Therefore, I think there is little to be gained or to be hoped for from any further representations that will be made to the Underwriters.

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OUR PHENOMENAL DEVELOPMENT INDICATED:

Population:

1903	Aug. 1912
113	Over 27,000

City Assessment:

1905	1912
$750,000	$39,867,335

Building Statistics:

1908	1911	to 31st Aug. 1912
$115,625	$5,028,366	$6,695,445

THE SOLIDITY OF OUR DEVELOPMENT DEMONSTRATED:

Last Spring, within FOUR AND A HALF DAYS, the Citizens of Saskatoon subscribed ONE MILLION DOLLARS ($1,000,000) toward their INDUSTRIAL LEAGUE organized to encourage the location of suitable Manufacturing Concerns, to which end the City of Saskatoon is also prepared to grant generous concessions. FOR ALL INFORMATION kindly communicate with

THE COMMISSIONER,
Board of Trade,
Saskatoon, Sask.

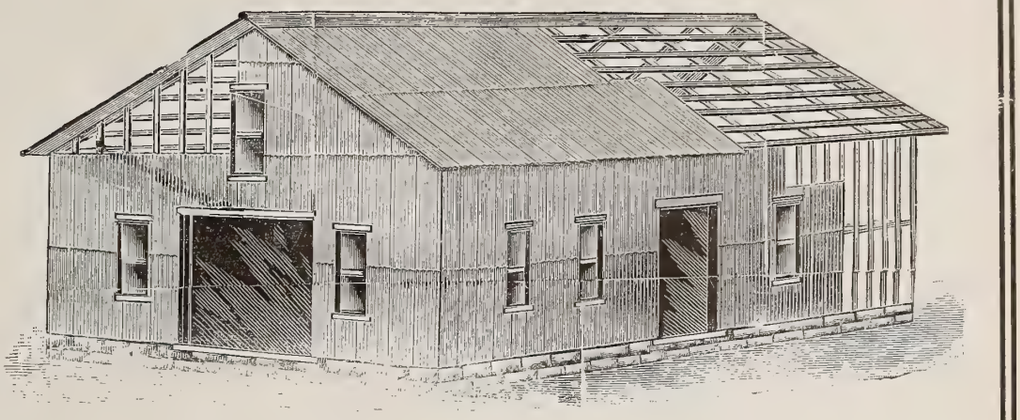
Now, the second part of the resolution asks the Government of Canada to assist in a scheme that may be evolved for the purpose of causing a reduction of those rates, or for the purpose, as I understand it, of having some scheme of insurance evolved under which vessel owners coming to the port of Montreal, and the St. Lawrence and St. John and Halifax may get their ships insured at a rate that is fairly in reason compared with the rates to vessels going to the United States. Up to the present time, and I have carefully, as far as I have been able to do so, consulted the files in the different departments in Ottawa—up to the present time no proposition of a feasible character seems to have been made to any Government in Canada with regard to the establishemnt of a Canadian Lloyd's or a marine insurance to be assisted by the Government. I read the resolution passed this forenoon not to mean that the Canadian Manufacturers' Association expect the Government of Canada to undertake the work of insuring ships coming to the St. Lawrence, but as a request on their part that they would be willing to co-operate with vessel owners and others interested in this trade for the purpose of bringing to pass a better condition of affairs than exist to-day. (Applause.) I have no right to state to-night, without consulting with my colleagues, what the policy of the Government of Canada may be in that respect, but I would like to say to those interested in this matter that I think the practical course to take would be for the shipping interests on the St. Lawrence, for the people who are interested in the shipping trade and interested in the importation of goods, to get together, to take counsel with one another, to formulate and suggest some scheme of bringing about a better condition as regards insurance rates with Government aid, and to submit that proposition for the consideration of the Government of Canada, and I don't think that my friend and leader who is seated at this table to-night would haul me over the coals at all for making the statement that I believe if they do so their appeal will not fall on unsympathetic ears, and that the Government of Canada, having regard to the great industrial and commercial interests of this country, will be prepared to assist in a generous manner anything that may be suggested that will bring about and have the effect of accomplishing what is so much desired by the shipping interests, and which will do so much to build up trade in the port of Montreal and to build up trade in the ports of the lower provinces as well. (Applause.)

Now, there is only one other matter I want to refer to at this late hour, and that is a matter that has caused considerable discussion throughout the newspaper press and country, and that was discussed in Parliament at the last session, and that is already looming up as a subject for discussion in the future, and that is the question of the possible congestion again of grain in the Prairie Provinces during the coming year because of the inability of the railway companies to properly handle that trade, and to bring it out to market as quickly as the farmers think it desirable should be done. For many years past Canada has been spending money most generously, milions upon millions of money for the purpose of building lines of railway running from the East to the West so that the trade from the interior country might be brought down to the ports of the country—the ports on the Pacific and Atlantic and on the Great Lakes, there to be shipped to the markets for which it is destined. Now the statement has been made throughout the press of this country by certain gentlemen interested in railway ownership and construction in this country that the difficulty does not occur because of the railways' inability to cope with the matter because of the shortage of cars or the shortage of locomotives, but it largely occurs because of the fact that there is not storage capacity for the grain when it is carried to the points from which shipment will take place. The great grain shipping port of Canada to-day, of course, as it is the great *entrepot* and commercial centre of Canada, is the Port of Montreal. I am glad to say the Government of Canada, acting through the harbor commisioners of Montreal, who report to the Department of which I am head at the present time, have been and are taking prompt and effective measures for the purpose of handling in future the grain that will be brought to that port. On Wednesday next in the City of Montreal there will be the inauguration of an elevator at that port which has recently been completed, or, rather will be ready for use when the season opens next year, which has a capacity for 2,600,000 bushels of grain. That elevator, originally an elevator of a million bushels, has its capacity increased to 2,600,000 bushels. It is so designed and planned and has the necessary machinery so that it can be further enlarged again to the extent of nearly two million bushels more, giving it a capacity altogether of 4,600,000 bushels. The Harbor Commissioners of Montreal have another elevator there with a capacity of a million bushels; and I am glad to say to the Manufacturers' Association, who are so deeply interested in matters of this sort, that within the last ten days I gave my approval to the Harbor Commissioners of Montreal for the extension of that elevator to a capacity of 1,600,000 bushels more, giving it, by the time the grain is ready to be shipped in 1913, a capacity of 2,600,000 bushels (applause). So that in the port of Montreal for the purpose of handling the grain crop of 1913 we will have an elevator with a capacity of over five million bushels, and that is in addition to the elevator of the Grand Trunk Railway which I understand has a capacity of about a million bushels of grain; and let me say that if in 1913 it is found that those elevators are going to be taxed, if it is found that they will not be large enough for the purpose of handling the grain which will come down to the port of Montreal in the future, the Government of this country will be willing to further authorize the Harbor Commissioners of the City of Montreal to go on and provide further accommodation so that there will be no lack at the port of Montreal, and so that it cannot be said that grain offering for shipment cannot be handled at that port because of lack of facilities in elevators or because of lack of storage accommodation. (Applause.)

While it is generally understood that politics should be tabooed I might be pardoned for saying not in a political sense at all, that as I understand the policy of the Government of this country, they feel it is as much their duty to equip the ports throughout the country for the proper handling of grain and other products that may come to those ports as it is their business to provide proper railway communication to carry that grain and other products from the West and other ports down to the seaboard there to be shipped to the markets of the world, and as pointed out by the Minister of Finance to-night, the revenue of Canada is like the purse of Fortunatus, bursting and overflowing with gold, my idea of the policy of the Government is that it does not propose to hold those revenues, but proposes to spend tham for the benefit of the Canadian people, for the advancement of Canadian trade and Canadian commerce.

Mr. Chairman and gentlemen, in Canada to-day we are entering upon a period of what I believe is the greatest prosperity that any country in the world has ever enjoyed. It depends upon the people of the country itself as to what the future of the country shall be, and I believe there is no portion of our population upon whom its future progress, its future prosperity and its future success depends in larger or greater measure than upon the members of the Association whose guests we are here to-night, who are sitting at this table in such large numbers, and whose deliberations every year must be productive of great good, not only from the standpoint of their own interests, but from the general stand-

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point of the public good of the Dominion of Canada, which we all love, and in which we are all so proud to live and of which we are so proud to be citizens. (Applause.)

President Gourlay: I have on the programme an intimation that another song is to be sung, but with your permission I will just extend to the two gentlemen whose names are on the programme to sing, our hearty appreciation for the songs which we at this time shall not hear, but which we shall hope to hear on some other occasion, and proceed to call upon the next speaker. To-night we are honored with a visit from a gentleman who for three successive years has been elected to the position of President of the National Association of Manufacturers of America. I would like to say to him that although he is in another country and will speak to us under another flag, yet he will speak to many who have in past years been fellow citizens of the same great republic to the south of us; for it is a source of pride and pleasure to us as manufacturers in Canada that we have at present at least 250 branch factories of the American National Association in our country, and that we have invested by those gentlemen who have now become magnificent Canadian citizens, at least $225,000,000, and it may be also of special interest to him to know that in this city where we are enjoying this annual convention and the delight of listening to our leaders in the political life of the country, that the industrial life of this city began some 60 years ago through the efforts of about eight gentlemen, six of whom came from various parts of the United States and put their heart, time and money into the development of the industrial life of this city and district; and therefore when he speaks to us from the United States he will not only speak to some of his own people whom we are proud to own as Canadian citizens, but speak in a city which owes much of its industrial activity to those who came from the same part of the country as John J. Kirby, whom I now introduce. (Applause.)

Mr. Kirby Spoke.

Mr. Kirby: I have been coming into Canada for a great many years; not so much of late years, but 25 or 30 years ago I used to come into Canada a great deal and used to take away a good many souvenirs in the shape of orders. Some of your people didn't like it. Nevertheless, not only myself, but speaking for my Association, we have the very highest regard for the citizens of the Dominion of Canada. I say that with all sincerity. While I have been sitting here listening to the eulogies of praise given to you men, the bone and sinew of this Dominion—for the manufacturers are—I have thought to myself, and I heard your President say the same thing to-day, the Manufacturers of these Associations have no selfish motives. I can speak for my own Association, and I have been connected with an Employers' Association for many years. I was President of the first Employers' Association that was organized in the United States. In fact, I was the founder of it, and I can say I have never heard an utterance of any kind in any of those organizations which was not for the general good of the whole community and not from any selfish standpoint.

Now, gentlemen, I assure you I appreciate the honor and the privilege of coming here to-night and addressing such an intelligent and splendid body of Canadian manufacturers, and I want to extend to you all an invitation to come to our banquet in May next which will probably be held in the City of Detroit, and I would be glad to se every one of you there and your girls, and your sweethearts and your wives. We will promise, if we go to Detroit, that everybody that comes to that convention shall have an automobile to themselves.

Now, there is just one other point. I am not going to talk to you long because the hour is past midnight and of course the five minute rule will apply to me. I have heard it stated here that you have some 500,000 employees in this Association. Let me say to you that 34 members of the National Association of Manufacturers of America employ an aggregate of 460,000 men.

Now, gentlemen, as I said before I appreciate more than I can express the privilege of coming here and meeting you and addressing you, and I trust that we shall be bound closer and closer together, for our organizations have the same objects, the same purposes, and we are working to the same ends, and we ought to work together although the Niagara River does separate us. I thank you most heartily.

President Gourlay: Gentlemen, this speech from our cousin across the border terminates this most enjoyable banquet which will do down into history, as far as the history of the Canadian Manufacturers Association is concerned, as one of the most successful banquets that was ever held in its history, but before we rise to sing the National Anthem, I would like on your behalf and from the heart of every one of you, as I know it beats in response to what I have to say, that we do thank these men who are not only the public servants but the public leaders of our great country, as well as this magnificent representative of the Association to the south of us, for their words of encouragement, for their words of advice and their words of inspiration, and to say that as far as lies in our power we will, individually and as an Association, endeavor to rise to the highest standard of citizenship in all that pertains to activity, to zeal and to unselfish interest in everything that relates to the development of our own country and the world.

I now ask you, gentlemen, to close our meeting with the National Anthem, and to enable our friends to leave with the thought that we will ever remember their graciousness and their kind words as they came before us to-night.

The banquet closed with the singing of the National Anthem.

THE SALESMAN'S CREED.

I believe in the goods I am selling, in the concern I am working for, and in my ability to get results. I believe that honest goods can be sold to honest men by honest methods. I believe in working, not waiting; in laughing, not weeping; in telling the truth, not lying, and in the pleasure of selling good lines. I believe that a man gets what he goes after, that one order to-day is worth two orders to-morrow, and that no man is down and out until he has lost faith in himself. I believe in to-day and the work I am doing, in to-morrow and the work I hope to do, and in the sure reward which the future holds. I believe in courtesy, in kindness, in generosity, in good cheer, in friendship, and honest competition. I believe there is an order somewhere for every man who is ready to take one. I believe I'm ready, and ready right now.

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Let our engineers look over your plant and offer suggestions. The advice of our experienced staff is freely at your service.



Standard Beath Trolley, Type A. with Chain Block on an Overhead Runway System with Switches and Curves, is a wonderful money saver in lifting and moving goods.

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THE VALUE OF TECHNICAL EDUCATION*

BY DR. JAS. W. ROBERTSON

Chairman of the Royal Commission told what Scotland has Done, and Showed the Need of Having Co-operation of Parents, Manufacturers and Schools with the Government.

Mr. Chairman and gentlemen, the Canadian Manufacturers Association will not expect me to speak on Technical Education in general nor to discuss a development policy for Canada by means of industrial training and technical education. These are being very fully dealt with in the report of the Royal Commission now going to the Minister of Labor. In response to your Secretary's request I said I would speak on a few types of technical schools we had seen abroad. Now, one can only mention the very important features of some schools that have the most interest for Canadians.

First think of Cincinnati, containing 360,000 people, and a City University. Speaking of the university education as related to the manufacturing interests of Cincinnati, some six years ago, the head of the Department of Engineering said they should try the experiment of training superintendents and engineers (mechanical, electrical, civil and sanitary), by having them attend the university week about with working in the shops, and so they did. That worked out very well in their judgment; that was meant for the highest grade of professional engineers, week about in the shops of Cincinnati and the university of the city. On the university's side they say they get the use of ten millions of dollars' worth of teaching plant in the shops of the city kept up to date. They could not get that otherwise, and the foremen in the factories say that the fellows who come to them every second week do better work and more of it than the fellows who stay in the shop all the time. There is the judgment of the two sides.

Allows Students To Earn Something.

By working in the shop every second week a fellow with brains and ambition and perseverance can get the highest grade of the most costly technical education while earning part of his way through, and earning it by doing things that contribute to his education. That is a good state of things. I leave it at that. In Cincinnati that pleased the manufacturers so well that they said, "Why not use a similar plan to train high school students to be skilled mechanics? We don't want all the fellows with brains and ambition to become superintendents and professional engineers, we want also a great array of skilled workmen in the shops." Eighteen manufacturers registered 200 apprentices and the school board provided a school for them. They go to school one half day a week and the manufacturers pay their wages at the same rate while at school as while in the shops. Those I saw said that also paid well. The amount of work done on the other half days in the works was so much better that it paid them to give this boy wages for the half day at school. There are two instructors who spend nine half days at school and two half days a week going out to the shops in order that what they do in the schools shall bear on what the boys are doing in the shops. It is a four-year course, and that is also very satisfactory. We met some of the manufacturers and the teachers and saw some of the boys. The main feature was the earnestness of the workers in the schools. There was no dawdling, the fellows came to the schools to get something they wanted, and then were thinking in the shop about how this would be explained in the school next week. The teacher said the success of the plan was because the foremen were all friendly. If you have a foreman friendly because of his experience with these boys, you have done a good thing for manufacturing establishments. There is no better judgment as to the merit of the work and as to the results to the industry and the works. That is enough about that. I am only giving you a glimpse of the features of some types. These are two types, for superintendents and professional engineers and for skilled mechanics.

In Fitchburg.

Some two years after Professor Schneider began his work in Cincinnati he gave an address in Massachusetts to the manufacturers of Fitchburg, which is a town of about 40,000 people. They make high class engines, high grade boilers and machinery and tools of many sorts and carry on a large textile industry in various forms. His address impressed those manufacturers with the fact that they might get out of their high school skilled mechanics, something they were not then getting. They proposed to the school board that they would make their shops available for a high school course, providing the school would adapt that course to the needs of the shops. Not that the school would give a prearranged foreordained course settled in somebody's office who knew nothing about shop conditions, but that the schools should give a course to fill out and round out and complete the education of the boys, considering what they got in the shops. In Fitchburg the first year is spent wholly in the high school, but the mathematics, drawing and English are all given a bias towards the industrial activity and needs of the boy. Then the boy is asked to spend two months in some shop, that he may be tried out to reveal whether he may become a skilled mechanic or not, that is, whether he has any aptitudes. We have thought a fellow had to be tried out for the ministry and law and the higher professions, but it is a good thing to begin now and try a fellow out along "practical" lines to see whether he has aptitudes to succeed in business and in manufacturing. After that the young fellow begins his co-operative education. It is called the Fitchburg Plan of Co-operative Industrial Education. The boys go to school and shop week about. They work in pairs. By choice, not by regulation, the mate joins his mate in the shop on Saturday so as to be ready for Monday's job. I spoke to the manufacturers. We visited four places where they had those boys working. The Manufacturers Association gave us a reception and we met the manufacturers. In talking to the foremen and owners next day every man said, "We get a better workman in the boy, for the boy learns more in three years than

* Delivered at the Annual Convention of the C. M. A., Ottawa.

CALGARY
AND THE
PANAMA CANAL

WHEN the big ditch across the Isthmus of Panama is completed all the grain grown in Alberta and Western Saskatchewan will find its outlet by the Pacific Coast and the bulk of the necessities of life and the raw materials for manufacturing in these provinces will come in by the Pacific ports. Already the C.P.R. is arranging to double-track its line from Calgary to Vancouver while other transcontinental railways are struggling to reach Pacific tidewater by the time the Canal is opened in order to share in the enormous business that will be offered them.

CALGARY, at the Western Boundary of the Wheat Fields, will then hold a more important strategic position in the Canadian West than is held by Winnipeg at the present time.

It will be the leading manufacturing centre of Western Canada, because, in addition to its advantages of location, Calgary has the cheapest hydro-electric power west of the Great Lakes, adequate natural gas supply assured for a manufacturing city of half a million people and a favorable labor market.

Now is the time the manufacturer of Eastern Canada should establish a plant in Calgary if he wishes to retain his share of the growing market of the Canadian West.

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Andrew Miller,
Industrial Commissioner,
CALGARY, CANADA

if he spent the whole time in the shop." That was a good tribute from the craftsman's side—skill and speed and shop sense. Then he spends a week in school, where he gets the kind of thing that relates to his shop work. For example, I found a young teacher teaching mathematics, a graduate of McGill. He said, "I don't give the boys in the class mathematics in the order of the book, I give them precisely the kind of mathematics that suits the job they are doing, and then during the last year before they leave the school I review the whole thing." These fellows have some reasonable, logical, useful understanding of mathematics. We spend a lot of time putting a boy through a subject from the logical end of the subject when he needs most a logical application of part of it to his tasks and his life.

Applying Education.

By this method the boys grow and are well rounded under the experiences. Thirty weeks in the shop and twenty in the school make up the year, with two weeks' holidays. The boys get ten cents per hour for the first year, 11 cents the second and 12 and a half cents the third. A boy earns $552 in three years. That is, a boy from a home where the people are not well off gets a first-class high school education. He does not need to look for a job when his high school course is closed. He is in a job, and thoroughly trained ready to go further on. Those boys, the foreman told me, are worth from $2.50 to $3 a day in the shop as soon as this course is finished. That is a good type of education; it has many elements that commend themselves to men in small and large communities. Those men who need skilled workmen get what they want without any injury, but with great benefit, to the man who got it. Certainly they get a knowledge of English and shop terms. They learn to spell all the shop terms right, to know the meaning of the shop names, and write about them intelligently and intelligibly. How many men find it difficult to get a decent report in English from a workman unless they can talk with him. This course gave them English according to shop needs, industrial history, current events from the newspapers of the day, commercial geography, arithmetic, drawing, business methods, mechanism, physics, chemistry, civics, American history, and first aid to the injured. That is, the general course making not merely towards a good workman, but a good citizen, and encouraging him to keep up an interest in prolonged and continuous study as he goes on skilled in his trade.

Boys from homes where the people are well off want to leave the ordinary high school after a year's test of it. The boy gets nothing that suits his particular personality. He says he wants to get to work. As a matter of observation, the boy who is a difficult boy in the ordinary high school subject is an excellent boy, diligent, attentive, regular when he works half time with his hands. That is, you have appealed to a new side in the boy, a side that has lain dormant in common school work. Now he is all awake, instead of being half awake as before. Then a fine result comes to the high school. Work has bound the high school in its studies and subjects and the worker together. These boys work every second week and come alternately as students. It ties up, in the judgment of the children, school experience with real experience in actual life as nothing else would, instead of having the separation between school life and working life widening as in the past. As those who work in the school begin to see, school is more than preparation for work afterwards. It is a participation in it.

Employers Benefit.

As to the benefits to the employers which are not of a small kind, just a word about that. The business men and manufacturers have turned in and helped to provide what they want and need, because the school men neither could nor would give it to them. I am not going to say that is the case in Canada. It does not do to sit back and criticise the school and say it does not give us what we want. That alone does not confer on the school ability to deliver what we want. The business man and manufacturer must come in and help to provide what he needs. Whenever he has essayed to do that the school board and school authorities have been his best allies, and together they have got good results.

Manufacturing interests in England and in Canada are looked upon as representing the employers, and there is an intense turmoil abroad of industrial unrest between employers and employees. One doesn't even have to seek that; it is everywhere. You can't spend a day anywhere without feeling the throb of it. The apparent salvation is constructive work by employers, which will help their business and the workers. The two classes never get together in thought with kindly feeling, if their material interests are hostile or competitive, unless they work together for some common end. To me, that was the great industrial and social meaning of the German army system; that comradeship for two years where men work together and play together and live together which gave their whole civic and industrial life a quality of solidarity we didn't find anywhere else. If the employers and employees can get together on a common platform and say, "Now we will work for the good of the worker and for the good of the industry," we will come to see other things with a common point of view. Can we not accomplish as much (and attain more) by industrial and social co-operation as by military co-operations?

Schools in Edinburgh.

I want to say only a word or two on another type of school pushed a little further, the continuation schools of Edinburgh, Scotland. Edinburgh has a population of 360,000 people. You say, "What is the use of bringing to our notice the school system of a capital like Edinburgh, that is aloof and apart from industrial life?" Sixty per cent. of the population of Edinburgh live by industrial occupations. There are 162 industries, and of these 43 employ over 50 workers each. The city is a great industrial centre, containing 360,000 people, sixty per cent. of whom live by industrial occupation. They have continuation classes there for the boys and girls after they leave schools, and 18 different trades are provided for by the school board—eighteen different distinct trades, elementary engineering, brass finishing, tinsmith's work, molder's work, pattern making, building construction, plumbing, carpentery and joinery, cabinet making and furniture design, upholstery, French polishing, plaster work, tailor and tailoress's work, cookery and laundry work. I mention those to show you the range of things just like we have in Canada. I have not mentioned to you, they also have classes for printers. In every class for each of the trades they provide for they have a sectional committee that looks after the work of the class, composed of equal numbers of employers and employes in that trade. That has worked out fine. It has done this also. It has been so beneficial in the case of boys and girls above fourteen, who have left school, that they have now put similar classes into the schools for boys and girls as young as twelve, whose parents desire to have education somewhat specialized according to the trade they

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are likely to follow. These classes are for the last two years at school. The fundamental processes of 17 trades are actually being taught to children in Edinburgh, over 12 years of age, with the concurrence of everybody, school board and municipality, employers, and trades and labor unions. They are not taught a trade as such. The workshop is the place to learn that. But they are given training and experience preparatory for trades. We think they are pretty well advanced and radical, in having children of twelve making things that are worth something to the school board, as part of their schooling, and calling that a well rounded education, not specializing too soon but differentiating on the kind of experience the child would have when it goes to a job. Now I leave that at that. They have built one great new school; they are building two more, to give children as young as twelve and thirteen an opportunity, half of every school day, in the elements of those trades I have mentioned. These are called supplementary classes, with particular regard to the preparation of boys and girls for a definite occupation.

Objects of the Classes.

The continuation classes are for those who have completed the supplementary classes and for others who have gone to work after leaving the elementary schools. The main objects of the continuation classes may be set forth in four divisions. First, bodily well-being through the maintenance and improvement of the health of the young people. The aim is that those children shall have sound bodies, enjoy good health, and grow up in a wholesome, healthy way. The second object is the enlargement of the sympathetic interest of the pupils and the broadening and refining of their interests and sympathies by the influence of good literature and by good reading and instruction in regard to the things they ought to know about. The third object is that the boys and girls should be equipped for the practical work they have to do. That they shall possess competent knowledge of some craft, industry or occupation which offers reasonable prospect of livelihood in adult years. In the supplementary classes they receive special instruction in that which precedes the trade they are to learn. If the boy is to follow any given line of work he gets practical training in the use of tools. If he is going into ironworking he does not, in the supplementary classes, learn to be a mechanic, but he gets training in the use of ironworking tools, and he is given experience in order that he may know the meaning of materials, tools, plans and drawings. On the other hand, when he is attending the continuation classes he is learning his trade through practical work in a shop or factory for wages and in the evenings or afternoons attending the continuation classes, where he receives instruction and training to supplement what he learns in the shop, office or factory. The fourth object of the continuation classes is the inculcation of a sense of civic responsibility. The aim is that the boys and girls over fourteen shall recognize their obligation as boys and girls living in Edinburgh; that they shall think of the responsibilities and duties of communal life as well as its rights and privileges. These are the four main things: health, wider interests and sympathies, practical ability in occupation, and good citizenship.

In regard to the extent of this education and its character, let me say that seven or eight years ago marks the beginning of the new era in England and Scotland and Ireland, perhaps twelve years in Ireland. When someone 100 years hence looks back for the milestone of British progress they will pick this out as the time when the nation awoke to a new life and began to serve the deeper powers of the individuals. These sensational things that fill the newspapers, and even the names of men who are very much in partisan evidence for the time will be as utterly forgotten as all the dead Roman Senators, and I believe the development of this new form of education will be recognized as the new birth of the people of those two islands.

Edinburgh has continuation classes in 27 schools in the evening, with over 400 rooms occupied with these classes three nights a week. The attendance last year was over 10,000, and that without compulsion. Eighty per cent. of all the children who leave the day schools at 14 come to those classes or go to a higher school. That is great. That is the result of seven or eight years' work. Sixty-two per cent. of all the young people in Edinburgh between 14 and 17 are going to some school part of the time. Taking all the population between 14 and 17 years of age, 62 per cent. are going to some kind of class evening or day.

Where the Teachers Come From.

Then how do they get their teachers? One hundred and twenty-three of those who teach come from the teaching profession and 292 last year came from the workshops and offices. There is a converging and combining of talent for service. That makes a great combination. They say it is showing in the trade of the city, making it strong and effective everywhere. How is that brought about? In a good many ways. One way was that the man who is organizer of continuation classes made a personal visit to over 500 employers last year to talk to them about this work and their connection with it. Last year 91 meetings were held in the shops at meal time, and always a member of the school board went and spoke to the men about the classes for themselves and the classes for their children. All the young people between 14 and 18 in the city who do not go to some school get a letter once a year, a polite letter, asking them why they don't take advantage of something, and then pointing out what the things are. Our Commission met members of the school board. The governors of the Heriot-Watt College gave us a great reception, and the foremost men in the schools honored us by every kind of attention. We in Canada have not so many men who can give their leisure time. Many able, prominent and wealthy men give much of their time to the school board, and other men do the same kind of thing, and that is telling on the strength and stability of the young people of that city. Then they hold meetings in the school with the parents and children together, and every boy, when he leaves school, has his name sent to the office of the special officer. A man goes to him and sees him, and says to him, "You have left school, what are you going to do? What school are you going to attend, what class are you going to take?" It would be worth more to us in Canada to put time on that sort of thing for a boy here than to have immigration agents working all over the earth to get some other kind of boy. To have our boy strong and contented and fit for our job is worth more than getting more boys in any other way. This we ought to do and not leave the other undone.

In Edinburgh the school authorities have provided an Educational Information and Employment Bureau, working as part of the Continuation Class Committee in co-operation with the Labor Bureau. That seeks to discover the aptitudes, abilities and tastes of the boys before they leave school, and to keep a record of all openings or places in the various industries, trades and other occupations. It promises to be another useful link in co-ordinating the work of the school with the needs of the community.

Then the attendance is good, 91 per cent. in these classes as an average attendance on an enrolment of over ten thousand. That is the result of the work. Just apply that to Ottawa for the moment. Ottawa is a little more than a quarter as big as Edinburgh, the capital and residential city

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and also a manufacturing place with the manufactures growing all the while in importance, and all the while in need for effectiveness of administration in Canada. If this were being done in Ottawa we would have 30 teachers of the school staff teaching in those continuation classes and 75 highly trained skilful men from the shops in Ottawa teaching in those classes—a quarter as many as Edinburgh. We would have an attendance of 3,425 pupils in continuation classes for vocational efficiency in this little city of Ottawa, on the basis of Edinburgh.

How the Cost Is Shared.

Besides these classes I have spoken of, Edinburgh has 3,700 students who are going to evening classes in the higher institutions in the same place. An institution just as high as McGill or Toronto University or Queen's is now giving night classes for the fellows coming from the other evening classes, so that they have 10,000 in the continuation classes of the school board and 3,700 in these higher institutions. It costs a great deal of money, so we think and so we say. It doesn't matter to us here what it costs over there, because our rates would be different, but that work of the school board in taking care of 10,000 pupils in continuation classes costs fifteen thousand odd pounds. Of that, seven per cent. was gathered by fees, 66 per cent. was paid by the Imperial Government, and 27 per cent. by the Edinburgh rates. That is how they co-operate over there. Less than 7 per cent. charged in fees, including the fees of adults. All the children who make an eighty per cent. attendance get the small fees back; the adults do not get them. Then the Government from headquarters at London pays 66 per cent. of the whole budget, and the rates stand the balance, which comes to 27 per cent.

These are types of technical education from university education down to the classes for the boy and girl at 12 who get a kind of education suited to their needs and suited to the needs of the occupations of the locality. It seems to me that without venturing one sentence out of the report we are to present to the Minister of Labor, if we in Canada, with our resources and our freedom from certain entanglements of tradition and our ambition, our wealth and our intelligence, start in now with full determination we can have in ten years or less a system of industrial and technical education that would surpass Germany just as far as the system of Edinburgh has gone faster and further than that of Munich in seven years. (Applause.)

Mr. Chairman, I have kept you longer than I thought. I expect a good deal from the report of this Commission and I expect still more from the people after it is issued.

Thanks Dr. Robertson.

Mr. McKinnon: As Chairman of the Technical Education Committee I would like to have the privilege of moving a hearty vote of thanks to Dr. Robertson for the address he has delivered to us this afternoon. Among the many activities of the Canadian Manufacturers Association I believe there is nothing more important than this work of technical education; and, in past years, when technical education was not as popular or probably not as well understood as it is at the present time, I believe the Manufacturers Association was one of the best friends that the idea had in this country. A few years ago a Technical Education Committee was formed in this Association. I believe one of the prime objects for bringing that Committee into existence was to bring pressure to bear upon the Federal Government that they would appoint a Royal Commission which would investigate the matter which is under debate at the present time. The particular object of that Committee was attained and I am glad that we have with us to-day the Chairman of that Royal Commission in the person of Dr. Robertson whose enlightening address we have just heard. I think at the same time that this Association is not unmindful of the honor that was conferred upon it when Mr. Murray, our worthy Secretary was added as one of the members of that Royal Commission. I have very great pleasure in moving a hearty vote of thanks to Dr. Robertson.

Mr. McCullough: Mr. Chairman, may I be permitted to second this vote. In the City of Hamilton we are greatly interested in the subject, and we were gratified in having a visit of the Commission there some time ago. I may say to Dr. Robertson it is an inspiration to all who have heard him and with the mind and brain and keen observation possessed by him in administering it it will be one of the most beneficial reforms in this Dominion of Canada. Mr. McKinnon has very justly spoken of the interest of this Association as well as of the honor conferred upon it in choosing our Secretary as a member of the Commission. I believe this Commission's work will go down to history as a great movement in behalf of the education and the training of the working people of this country to that point where I believe Canada will become the leader in industrial education, as Dr. Robertson has prophesied. (Applause).

Mr. Fairbairn: Might I ask Dr. Robertson two questions: Is there no objection to a teacher at night in addition to teaching in the day time, and does the Imperial Government request any control over the expenditure of the 66 per cent. which they give?

Dr. Robertson: The regulations forbid a teacher teaching beyond a certain number of hours. If he teaches in the evening he must not teach more than so many hours that day. Everyone recognizes the advantage of having a teacher fresh for his class, and they say there that by arrangement those teachers come to the classes fresh. I made some enquiry regarding the freshness of mind of the workmen there and they said that the workman who worked hard all day was not thereby at all unable to do the very best in his class. The kind of occupation was different in the day from the work at night. Now, I will tell you a story, a very brief one, instead of answering your second question, because it is far better and it is a real piece of history. Four of us dined in London one night—at that particular time Mr. Murray was not there. It is needless to say we had many delightful occasions, and Mr. Murray always was a useful member of the Commission. That goes without saying. He was particularly useful, if I may use the word useful—he was particularly helpful to me as chairman from the point of view and good judgment that he would bring to all the questions being considered and enquired into. Not merely did he enquire into these things for himself and bring to all of us the value of his judgment, but his point of view being brought to me helped me to see and do better. On this particular night one of the men present was a man who had charge of education in the municipality of London that spends $30,000,000 a year on its schools; another was a man charged with organization in South Africa, and the other man had charge of this work in Scotland, Sir John Struthers. That was to me a very fruitful meeting. Because one cannot put in a report what he learns on occasions like these, one would like to live in Canada for 25 years to give the unofficial service from what these men who have lived wisely were able to give to us. I said to Sir John Struthers, "What particular control do you exercise over the school authorities in spending this money?" "Well," he said, "if a school board in Scotland wanted to start a class to study the crops that grew on the moon and set about their project seriously and carried on the work to their own satisfaction we would likely pay

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our share of the cost." That was an extreme illustration, only to make clear what follows: "I would rather have a thousand men all over Scotland thinking and planning and scheming and working to get the best for their children than have a thousand men implicitly obey me." There is the thing. Let the local authority be responsible in its own sphere. There is not the least risk of a school board going a-mooning. If a man spends a quarter of his own money on the education of his own child I would rather put my 75 cents with that than seek to control him in spending the whole dollar, except by advice, and he need not take it. Now, Scotland does this. Any amount of advice, any amount of consultation, any amount of information at your service, but no coercion. There is an efficiency audit to see whether the local authority is carrying out its budget effectively, honestly and economically. The central authority has control in so far as stimulating these people to get experience to do the wisest and best thing.

Mr. Phillips: I have listened to this speech by Dr. Robertson with a great deal of pleasure and I have also learned a good deal. We are to-day in Montreal, a few of us, scheming, and we hope to have an appropriation from the provincial government of from thirty to forty thousand dollars to establish, not a technical school but a trade school for the printing and allied trades. They have one in Paris that is eminently successful, it is called L'ecole Estiennes. It is carried on very much on the line which Dr. Robertson has explained there. We in our trade have agreed, a certain number of us, to help to support that in addition to the appropriation granted by the Government. I have to make a report at the end of next month on this and I must say that What Dr. Robertson has said here is going to accentuate and to help us in our carrying out of the project.

The President: Gentlemen, I will ask you to pass this vote by standing. (The motion was carried with applause.)

The President: Dr. Robertson, I am sure we have all listened to your address with a very great deal of pleasure and we are all looking forward to the good things that will come out of what you are doing. Every manufacturer suffers through the stupidity, carelessness and ignorance of employes, materials are spoiled and good machinery is damaged. We believe what you are doing will, in a few years, very materially lessen all those causes, and we also believe that when we get these men who are trained with their minds and educated in the schools at the same time as they are in the shops we will get a class of men that will be above striking, that will eliminate that to a very great extent. My experience is that the man who strikes is as a rule the ignorant man, and I am sorry to say in some cases the employer is as ignorant as the mechanic.

I have very much pleasure in tendering you this vote of thanks.

Dr. Robertson: I forgot one thing which I think is of importance. We incline to the notion that to advertise in school matters is *infra dig*, like doctors, only in a very select and elegant, polished exclusive way. I put on the back there two posters issued by the school board of Edinburgh. See them when you go out. All over some counties in England the one bill that was conspicuous instead of the old auction sale bill was the advertising of the technical classes of the county. There has not been in the last three years anything advertised like the work of the school. I mention that because it is an important thing in our business that we should keep on persistently advertising what we are doing, and these are two of the Edinburgh bills among many picked up that are plastered all over the City and stuck in the shop windows.



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The Census reports of manufactures taken in 1911 for the calendar year 1910, have been compiled by Dr. Archibald Blue, and are now published fully in Industrial Canada. Compared with the census of 1901 for the year 1900 they show an increase in the ten years of 4,559 in the number of working establishments, of $798,829,009 in the value of capital, of $175,108 in the number of persons employed, of $127,274,301 in the earnings of salaries and wages and of $683,722,157 in the value of products. The following table gives the principal statistics for the two census years, together with the total increase and the increase per cent in the decade, viz.:

Schedule.	1900.	1910.	Increase: Totals.	Per cent.
Establishments . . ..No.	14,650	19,209	4,559	31.12
Capital . . ..$	446,916,487	1,245,745,496	798,829,009	178.74
Employees . . ..No.	339,173	514,281	175,108	51.62
Salaries and wages .....$	113,249,350	240,523,651	127,274,301	112.38
Products . . ..$	481,053,375	1,164,775,532	683,722,157	142.13

The instructions for the census of 1901 provided that no factory should be so recognized which employed less than five persons, but made exceptions in the case of butter and cheese factories and brick and tile works, in which industries comparatively large operations may be carried on with less than five employees. But it was observed that the same rule might have been applied in the case of flour and gristing mills and electric light plants, and in the censuses of 1906 and 1911 the exceptions were extended to the industries of flour and gristing mills, saw and shingle mills (lumber products), fish curing plants, lime kilns and electric light and power plants, as well as butter and cheese factories and brick and tileworks when operated by less than five persons. These exceptions added $8,886,303 to the value of capital in 1905 and $14,658,010 in 1910, and to the value of products $8,901,486 in 1905 and $17,753,848 in 1910. They did not however affect to more than a negligible extent the totals of all industries, being a little more than one per cent of the value of capital in 1905 and 1910, 1.24 per cent of the value of products in 1905 and 1.26 per cent in 1910.

The reduction of the number of industries in 1905 employing less than five persons, as explained in the report for that year, was owing in part to the merging of small industries with larger concerns under one management, and also that in the case of large establishments carrying on several kinds of industries one return was made in 1905, whereas for 1900 separate returns were made for each kind. The merging of industries continued to operate during the second period, so that while the number employing five hands and over was 12,547 in 1905, and 16,198 in 1910, as compared with 14,650 in 1900, the values of products had risen in the successive census periods from $481,053,375 in 1900 to $706,446,578 in 1905 and to $1,147,021,684 in 1910.

A summary of all establishments by groups of products is presented in the following table for the year 1910, showing for each group the number of establishments, the number of employees, the value of products, the average number of employees and the average production per establishment, viz.:

Groups of products.	Establishments. No.	Employees. No.	Value of products. $	Average employees. No.	Average production. $
Under $200,000	18,112	254,998	430,136,426	14.1	23,749
$200,000 to under $500,000	716	98,496	219,099,372	137.6	306,005
$500,000 to under $1,000,000	231	67,641	156,519,094	292.8	677,572
$1,000,000 to under $5,000,000	136	73,480	261,081,166	540.3	1,919,715
$5,000,000 and over	14	19,666	97,939,474	1,404.7	6,995,677
Totals and averages	19,209	514,281	1,164,775,532	26.8	60,637

For groups producing $200,000 to under $500,000 in 1900 there were 323 establishments with $94,531,698 for value of products and in 1905 there were 479 with $145,587,183. For groups producing $500,000 to under $1,000,000 in 1900 there were 68 with $46,729,825, and in 1905 there were 139 with $92,065,800. For groups producing $1,000,000 and over there were 39 with $71,051,834 in 1900 and 81 with $177,273,913 in 1905. The average value per establishment producing $200,000 to under $500,000 was $292,668 in 1900, of $303,940 in 1905 and of $306,005 in 1910, compared with an average producing $500,000 to $1,000,000 of $687,203 in 1900, of $662,344 in 1905, and of $677,572 in 1910, and an average over $1,000,000 of $1,821,242 in 1900, of $2,188,567 in 1905 and of $2,393,471 in 1910. One establishment in Nova Scotia gave a product in 1910 of more than $8,000,000, one in Ontario gave more than $9,000,000, and two in Quebec gave more than $10,000,000. Fourteen establishments of the highest class in the Dominion gave for 1910 an average of $6,995,677.

BE GUARDED

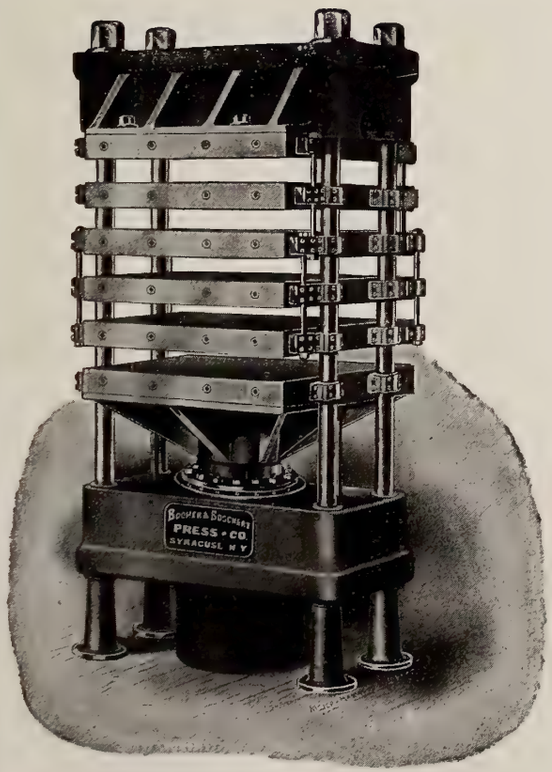
AGAINST loss and delay by reason of wasted steam, shut downs for repairs, etc., by using packing of known reliability. Deception in the manufacture of packings is easily accomplished, and your only protection is to place your confidence in the packing that for many years has been accepted as standard the world over. Cheap packing always means inferior material and poor workmanship in its construction. GARLOCK PACKING is not "cheap" but always proves economical to its users. We stand ever ready to back up our claims of superior merit. :: :: :: :: :

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HAMILTON, ONTARIO

MONTREAL -:- TORONTO -:- WINNIPEG -:- VANCOUVER



300 Ton Six-plate Hydraulic.

Steam Plate Presses

HYDRAULIC OR KNUCKLE JOINT

We are prepared to quote prices on almost any size, any number of plates, for any pressure required.

Write for descriptive Circular

Canadian Boomer and Boschert Press Company, Limited

14 TANSLEY ST. :: MONTREAL

Compared by provinces, the census of manufactures shows the following records for the years 1900, 1905, and 1910, as taken in the years 1901, 1906, and 1911, viz.:

Provinces.	Establishments.	Capital.	Employees.	Salaries and wages.	Value of products.
1900.	No.	$	No.	$	$
Canada	14,650	446,916,487	339,173	113,249,350	481,053,375
Alberta and Saskatchewan	105	1,689,870	1,168	465,763	1,964,987
British Columbia	392	22,901,892	11,454	5,456,538	19,447,778
Manitoba	324	7,539,691	5,219	2,419,549	12,927,439
New Brunswick	919	20,741,170	22,158	5,748,990	20,972,470
Nova Scotia	1,188	34,586,416	23,284	5,613,571	23,592,513
Ontario	6,543	214,972,275	161,757	56,548,286	241,533,486
P. E. Island	334	2,081,766	3,804	445,998	2,326,708
Quebec	4,845	142,403,407	110,059	36,550,655	158,287,994
1905.					
Canada	15,796	846,585,023	392,530	165,100,011	718,352,603
Alberta	120	5,545,821	2,045	1,167,107	5,116,782
British Columbia	459	53,022,033	23,748	11,413,315	38,288,378
Manitoba	354	27,517,297	10,333	5,909,971	28,155,732
New Brunswick	628	26,792,698	19,426	6,581,411	22,133,951
Nova Scotia	909	75,089,191	24,237	9,284,864	32,574,323
Ontario	7,996	397,484,705	189,370	82,415,520	367,850,002
P. E. Island	285	1,680,541	2,919	445,676	1,851,615
Quebec	4,965	255,479,662	119,008	47,160,452	219,861,648
Saskatchewan	80	3,973,075	1,444	721,875	2,520,172
1910.					
Canada	19,209	1,245,745,496	514,281	240,523,651	1,164,775,532
Alberta	290	29,518,346	6,980	4,365,661	18,698,826
British Columbia	651	123,027,521	33,312	17,240,670	65,141,235
Manitoba	439	47,941,540	17,325	10,912,866	53,673,609
New Brunswick	1,158	36,125,012	24,755	8,314,212	35,422,302
Nova Scotia	1,480	79,596,341	28,795	10,628,955	52,706,184
Ontario	7,992	593,556,495	237,895	117,161,019	578,763,118
P. E. Island	442	2,013,365	3,762	531,017	3,136,470
Quebec	6,584	326,946,925	158,207	69,432,967	350,901,656
Saskatchewan	173	7,019,951	3,250	1,936,284	6,332,132

	Establishments, No.	$ Capital employed,	No. Employees,	$ Salaries and wages,	$ Value of products,
Canada	19,209	1,245,745,496	514,281	240,523,651	1,164,775,532
Abrasive goods	6	272,868	109	57,381	146,388
Aerated and mineral waters	128	3,870,005	1,476	811,619	2,808,230
Agricultural implements	77	45,232,098	9,560	5,551,647	20,722,722
Artificial ice	4	740,779	89	60,699	170,226
Artificial limbs and trusses	4	73,300	42	21,912	71,116
Asbestos	9	867,750	172	105,267	468,614
Asphalt	6	586,000	284	130,202	357,190
Automobiles	8	4,699,256	2,438	903,349	6,251,885
Automobiles, repairs and accessories	11	361,272	132	76,060	170,930
Awnings, tents and sails	26	1,086,245	612	322,201	1,342,436
Axes and tools	30	4,278,571	1,437	820,870	2,549,764
Babbit metal	6	920,548	147	91,783	1,016,699
Bags, cotton	10	2,786,343	620	301,111	5,722,478
Baking powder and flavoring extracts	22	545,819	269	143,834	963,090
Baskets	21	436,950	522	170,156	443,720
Bicycles	4	68,000	53	30,075	72,179
Bicycle repairs	3	14,200	17	8,835	12,625
Blacking	13	450,132	169	103,609	691,029
Blacksmithing	18	251,700	118	74,112	213,242
Blankets and sweat-pads	4	309,966	110	45,783	167,688

This shows a partial view of the main floor of our Toronto Warerooms, which have recently undergone extensive alterations to enable us to cope with the ever-growing demand for *Macey Goods.*

Macey

OFFICE EQUIPMENT CO.

Toronto and Winnipeg



Main floor of Canada's big Office Furniture House

136-138 King Street East - TORONTO

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Assist. General Manager, WM. ROBERTSON, Vancouver

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THE RAT PORTAGE LUMBER CO'Y LIMITED

Manufacturers of Fir, Cedar, Pine and Spruce Lumber, Cedar Shingles, Fir and Cedar Lath

Fir Timbers for Heavy Construction Work, E. G. Flooring and Stepping, Cedar Siding and Finish, also Car Sills and Sheathing

QUOTATIONS ON APPLICATION

VANCOUVER, B.C., and HARRISON RIVER, B.C.

Mills at—Winnipeg, Man., Kenora, Ont. Banning, Ont., Vancouver, B.C., Harrison, B.C.

HEAD OFFICE: WINNIPEG, MANITOBA

	Establishments, No.	Capital employed, $	Employees, No.	Salaries and wages, $	Value of products, $
Boats and canoes	126	1,285,117	1,064	551,216	1,354,210
Boilers and engines	71	14,063,990	5,864	3,647,719	11,873,903
Boots and shoes	180	23,630,649	17,227	7,698,333	33,987,248
Boots and shoes supplies	14	961,319	551	258,918	1,025,878
Boxes and bags, paper	54	3,910,865	2,956	1,076,557	3,361,023
Boxes, cigars	4	284,500	277	92,879	283,485
Boxes, wooden	119	3,458,069	2,415	73,244	3,386,327
Brass castings	36	3,000,762	1,306	774,100	3,093,006
Brass and iron beds	8	1,044,264	640	299,198	1,212,550
Bread, biscuits and confectionery	323	16,756,289	10,003	4,660,221	25,566,691
Brick, tile and pottery	399	14,782,226	8,681	3,372,000	8,291,561
Bridges, iron and steel	11	5,781,898	2,276	1,488,839	6,502,410
Brooms and brushes	35	1,404,568	937	426,325	1,731,523
Butter and cheese	3,625	8,747,558	6,147	1,701,775	37,232,969
Buttons	7	425,600	467	177,180	407,000
Carbide of calcium	5	616,994	200	118,089	515,457
Cardboard	7	831,482	233	104,143	506,077
Carpets	6	2,037,487	1,070	518,466	1,971,500
Car repairs	114	5,801,063	22,009	13,553,530	31,817,882
Carriages and wagons	287	13,139,518	5,523	2,948,667	11,766,882
Carriage and wagon materials	37	3,323,136	1,371	737,974	3,172,652
Cars and car works	15	22,366,123	6,909	3,676,810	16,630,634
Cement blocks and tiles	84	1,321,600	1,024	477,452	1,921,687
Cement, Portland	21	17,114,255	2,150	1,343,444	5,683,036
Charcoal	3	824,886	58	39,140	168,952
Chewing gum	8	899,474	234	100,565	816,069
Church decorations	4	116,000	79	39,200	107,085
Clothing, men's	330	4,857,673	5,660	2,650,457	8,724,063
Clothing, men's (factory product)	225	11,492,654	14,098	6,880,037	25,020,865
Clothing, women's	238	3,253,988	4,691	1,625,391	5,943,997
Clothing, women's (factory product)	93	5,671,105	11,394	5,130,730	15,083,345
Cocoa and chocolate	6	1,291,000	471	164,366	1,193,486
Coffee and spices	25	3,016,012	568	351,819	3,274,711
Coffins and caskets	22	1,787,575	700	336,250	1,447,358
Coke	5	3,057,971	419	297,213	1,460,028
Combs	7	126,250	175	64,432	186,966
Condensed milk	11	929,649	366	170,364	1,814,871
Confectioners' supplies	4	269,882	88	51,488	282,017
Cooperage	113	2,065,871	1,704	643,399	2,409,577
Cordage, rope and twine	9	4,314,411	1,055	420,059	3,624,113
Corks	9	783,874	214	103,041	541,058
Corsets and supplies	11	1,066,678	1,138	352,322	1,572,105
Cottons	26	33,091,344	13,041	4,828,527	24,584,931
Cream separators	4	923,950	252	123,866	639,656
Dies and moulds	8	137,300	135	71,149	136,720
Drugs	40	5,870,991	1,336	696,899	3,632,794
Dyeing, cleaning and scouring	78	3,042,014	3,054	1,308,221	2,792,938
Electrical apparatus and supplies	47	17,293,354	6,345	3,497,089	15,021,841
Electric light and power	266	110,838,746	6,039	2,366,848	12,917,232
Elevators	10	1,398,056	556	345,070	1,506,756
Evaporated fruits and vegetables	65	510,065	1,240	116,715	448,929
Explosives	7	1,916,500	482	263,314	2,168,500
Fancy goods	5	183,100	63	30,400	240,100
Feather goods	4	220,283	208	81,502	339,617
Fertilizers	10	985,500	127	140,341	643,733
Files	3	360,700	153	81,504	226,400
Firemen's supplies	5	82,207	54	27,376	98,619
Fish, preserved	1,521	13,239,279	18,320	2,165,071	12,309,237
Flax, dressed	30	421,389	1,121	168,860	548,559
Flour and grist mill products	1,141	42,905,689	6,791	3,756,275	82,494,826
Foods, prepared	11	387,987	94	53,437	507,070
Foundry and machine shop products	514	53,068,046	26,835	14,740,095	45,611,416
Fringes, cords and tassels	4	88,000	192	69,271	200,000
Fruit and vegetable canning	82	5,512,474	5,842	915,008	5,971,082
Furs, dressed	6	198,500	271	134,532	1,973,000
Furnishing goods, men's	53	3,659,916	4,509	1,514,786	6,964,137

Made in Canada



From British Stock

"GENUINE OAK"

LEATHER BELTING

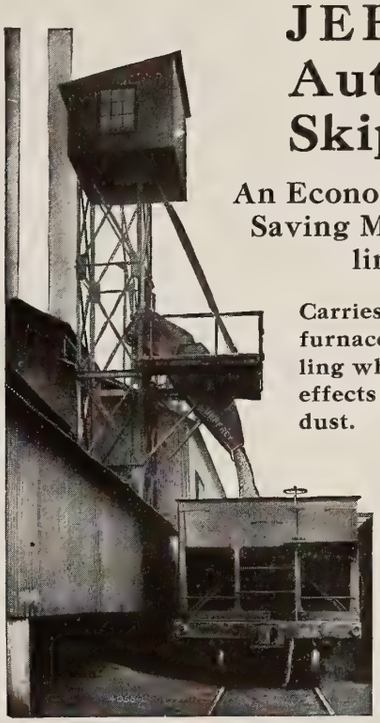
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BALATA BELTING

Guaranteed to Give Satisfaction

D. K. McLAREN LIMITED

TORONTO MONTREAL ST. JOHN, N.B.
VANCOUVER, B.C.



JEFFREY Automatic Skip Hoist

An Economical and Labor-Saving Method of Handling Ashes

Carries ashes direct from furnace to car. No handling whatever. No injurious effects to machinery from dust.

Capacity 125 cu. ft. per hour. A Jeffrey hoist *cannot run away* or *drop back*. The motor is direct connected to hoist.

Write for Catalog No. 32, illustrating and describing the services of over fifty Jeffrey Coal and Ashes Handling Systems.

Jeffrey Manufacturing Company

Canadian Main Office and Works, Montreal

Winnipeg Representatives: - N. J. DINNEN & CO



Cut of 58-inch "Extra" Double Belt

Made by The J. C. McLaren Belting Co., Limited.

WE ARE HEADQUARTERS FOR ALL KINDS OF

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LACE LEATHER
CARD CLOTHING
REEDS AND
GENERAL
MILL SUPPLIES

Absolute Satisfaction Guaranteed

The J. C. McLaren Belting Co., Ltd.

ESTABLISHED 1856

Head Office and Factory
MONTREAL, Que.

Branches:
50 COLBORNE ST., TORONTO
80 LOMBARD ST., WINNIPEG

	Establishments, No.	Capital employed, $	Employees, No.	Salaries and wages, $	Value of products, $
Furniture and upholstered goods	172	13,746,262	8,935	4,044,236	12,369,366
Gas, lighting and heating	31	14,183,026	1,519	948,862	4,005,836
Gas machines	16	425,740	414	212,918	731,120
Glass	9	2,521,000	2,034	999,469	2,269,158
Glass, stained, cut and ornamental	21	526,069	525	272,078	1,006,266
Gloves and mittens	35	1,908,675	1,651	620,923	2,995,356
Glue	8	818,241	264	134,679	584,766
Graphite	3	221,300	104	62,787	112,407
Grindstones and pulpstones	4	174,000	176	45,650	64,350
Hairwork	13	525,543	297	125,362	487,241
Hardware, carriage and saddlery	4	638,500	848	471,260	952,050
Harness and saddlery	57	4,866,192	1,904	1,098,962	5,205,454
Hats, caps and furs	139	10,653,627	4,639	2,244,170	11,155,103
Hosiery and knit goods	68	11,938,029	8,364	2,814,667	13,393,854
Housebuilding	267	4,810,105	4,701	2,454,762	9,229,023
Incubators	3	202,200	93	67,778	154,550
Inks	12	486,093	149	112,715	568,255
Interior decorations	40	2,065,239	1,312	756,169	2,106,274
Iron and steel products	89	34,201,946	11,286	7,147,253	34,613,710
Jewelry cases	4	52,550	78	33,934	80,558
Jewelry and repairs	58	4,036,902	1,647	940,674	3,124,272
Laces and braids	4	217,123	154	51,161	168,725
Ladders	3	65,400	39	18,458	53,500
Lasts and pegs	8	131,800	154	75,118	149,150
Leather goods	30	2,046,784	1,032	482,822	2,402,304
Leather, tanned, curried and finished	113	17,068,768	3,799	2,094,677	19,972,178
Lightning rods	4	34,541	22	18,949	108,541
Lime	52	1,595,201	559	257,830	753,421
Linen	3	334,000	128	34,200	299,000
Liquors, distilled	11	13,438,798	844	588,923	12,064,459
Liquors, malt	100	23,788,784	3,062	2,369,441	12,468,500
Liquors, vinous	13	898,170	86	54,784	363,200
Lock and gunsmithing	6	575,873	289	136,360	304,709
Log products	3,499	146,395,438	76,424	25,822,383	105,506,190
Lumber products	859	52,547,261	17,225	9,615,046	39,805,615
Malt	8	1,242,000	125	74,766	1,232,393
Mantels and grates	4	103,014	104	72,400	183,944
Maple syrup and sugar	5	29,200	24	5,753	46,240
Masts and spars	3	33,200	22	10,340	21,950
Matches	4	480,475	460	93,551	349,337
Mats and rugs	7	106,269	88	37,459	112,673
Mattresses and spring beds	52	1,689,414	1,301	746,578	2,932,051
Metallic roofing and flooring	7	2,148,426	495	323,310	1,874,238
Mica, cut	13	92,012	855	132,762	383,934
Mirrors and plate glass	15	904,200	552	307,253	897,972
Miscellaneous	3	167,500	43	27,257	100,500
Monuments and tombstones	78	1,111,651	783	430,282	1,330,978
Musical instruments	42	6,524,510	3,302	1,858,750	6,120,912
Musical instrument materials	8	971,443	599	333,114	920,494
Oils	29	5,998,903	1,210	732,280	7,682,510
Optical goods	12	370,478	262	151,447	420,966
Paints and varnishes	26	6,277,915	1,198	791,746	8,041,154
Paper	35	23,104,560	5,625	2,895,717	14,109,014
Paper patterns	6	89,352	151	58,530	272,335
Patent medicines	37	3,014,652	1,059	550,200	3,214,939
Patterns	10	37,500	70	48,864	77,478
Photographic materials	4	546,038	330	171,722	400,969
Picture frames	12	854,424	566	324,079	791,398
Pipe and boiler covering	4	58,000	34	18,600	46,158
Plaster	7	1,245,000	348	180,774	634,005
Plaster and stucco	4	68,479	61	47,530	86,968
Plumbers' supplies	17	2,563,136	821	678,355	2,283,630
Plumbing and tinsmithing	155	9,823,314	5,639	2,894,568	9,889,514
Printing and bookbinding	188	11,811,730	7,260	4,438,189	10,811,393
Printing and publishing	434	18,064,146	8,825	5,551,037	13,323,294

"MADE IN CANADA"

For over 35 years we have been making leather belting in Canada

It is good honest belting made of good honest leather by good honest Canadian workmen

THERE IS NO BELTING BETTER THAN OUR

CLIMAX OAK TANNED

—OR OUR—

"AMPHIBIA" WATERPROOF

MAKE US PROVE THIS

SADLER and HAWORTH

Established 1876

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511 William Street

WINNIPEG
244 Princess Street

TORONTO
27 Melinda Street

ST. JOHN, N.B.
89 Prince William Street

VANCOUVER, B.C.
217 Columbia Ave.

	Establishments, No.	Capital employed, $	Employees, No.	Salaries and wages, $	Value of products, $
Printers' supplies	3	34,200	28	17,968	23,500
Pulleys	4	101,926	74	42,659	67,000
Pumps and windmills	29	1,405,505	612	352,933	1,613,222
Railway supplies	6	362,334	157	98,182	287,576
Refrigerators	5	715,652	346	168,360	586,000
Rice, cleaning and polishing	3	610,000	50	37,740	610,000
Roofing and roofing materials	23	2,135,498	815	575,169	2,778,182
Rubber clothing	17	676,685	547	237,459	1,189,930
Rubber and elastic goods	11	4,457,162	1,315	697,021	5,849,271
Safes and vaults	3	793,000	449	208,674	460,070
Salt	5	222,099	76	31,710	122,985
Saws	11	1,043,302	486	311,972	879,476
Scales	8	564,526	260	169,097	506,028
Sea grass	12	50,650	100	17,940	40,389
Seed cleaning and preparing	15	765,000	455	116,349	1,484,485
Sewing machines	4	1,584,500	769	394,566	974,490
Ships and ship repairs	43	9,033,448	3,630	2,101,450	5,136,257
Shoddy	8	575,046	185	87,919	785,048
Shooks, box	11	405,100	380	152,204	2,350,675
Showcases	10	344,076	250	189,708	680,369
Signs	12	149,125	161	101,847	234,432
Silk and silk goods	4	1,387,678	693	304,483	1,009,476
Silversmithing	15	1,433,160	679	422,845	1,342,727
Slaughtering and meat packing	70	13,746,271	3,781	2,406,571	41,208,796
Slaughtering, not including meat packing	10	1,574,817	433	278,947	7,318,280
Smelting	18	37,351,942	6,219	4,776,609	33,669,700
Soap	22	5,587,221	917	478,427	5,220,546
Sporting goods	9	133,875	102	38,197	108,501
Spray-motors	3	110,000	54	18,120	60,333
Stamps and stencils	10	291,518	145	87,295	308,332
Starch	11	1,651,375	567	212,809	1,744,381
Stationery goods	22	1,219,812	923	398,647	1,423,972
Stereotyping and electrotyping	8	461,224	123	106,128	244,176
Stone, artificial	5	59,724	66	47,336	94,585
Stone, cut	66	5,298,999	2,162	1,276,966	2,980,653
Sugar, refined	8	19,720,333	2,164	1,320,563	21,260,011
Textiles, dyeing and finishing	7	108,000	95	46,697	315,810
Thread	3	935,000	456	155,618	1,096,000
Tobacco, chewing, smoking and snuff	20	6,783,605	2,007	744,071	7,984,780
Tobacco, cigars and cigarettes	153	14,876,330	7,461	3,512,956	17,344,543
Typewriter supplies	3	240,244	39	27,672	88,082
Umbrellas	7	269,000	256	107,178	609,500
Vacuum cleaners	4	56,700	35	18,792	44,282
Vinegar and pickles	30	1,746,225	461	216,329	1,408,934
Wallpaper	4	1,054,548	467	290,511	1,115,290
Washing compounds	7	191,231	95	61,586	282,874
Washing machines and wringers	4	418,725	175	92,682	420,400
Wax candles	5	65,650	31	15,290	102,900
Whips	3	94,000	63	29,390	124,350
Window blinds and shades	9	1,007,815	322	149,135	945,986
Wire	13	2,815,888	1,064	586,940	2,882,166
Wire fencing	19	2,059,679	496	342,490	2,608,907
Woodenware	7	351,217	383	144,524	360,114
Wood pulp, chemical and mechanical	37	30,782,373	4,141	2,162,290	9,117,465
Woodworking and turning	39	947,886	749	278,408	929,037
Wool carding and fulling	38	141,500	167	43,409	262,377
Woolen goods	87	7,657,761	4,512	1,622,695	5,738,773
Woolen yarns	13	740,044	329	124,428	791,750
Wool pulling	4	153,400	45	18,938	279,460
All other industries	121	12,420,303	5,875	2,806,076	23,739,495

The cost of raw materials used in the manufactures of 1910 was $601,140,765, which when deducted from the value of products in the foregoing table gives the value added by manufacture, namely, $563,634,767.

MANUFACTURERS!

WE have a number of splendid industrial sites now available in Toronto at prices unusually tempting. These sites are on the railway and are strategically placed for advertising prominence. Plenty of workers, skilled and unskilled, can be recruited from contented workmen owning their own homes in the vicinity of these industrial sites. Cheap Hydro-Electric power can be obtained.



This is an unusual opportunity to locate a head factory or a branch in Canada's great central industrial city.

FOR COMPLETE INFORMATION
WRITE TO OR CALL ON

ROBINS LIMITED

22 Adelaide Street East

TORONTO, CANADA

British Branch: 157 Strand, London, W.C. ENGLAND

Men forget business cares in the enjoyment of

Gourlay-Angelus
Player-Pianos



A GOURLAY-ANGELUS provides ANYONE with the ability to play ANY music artistically.

In the opportunity for recreation thus afforded, many busy men find enjoyment hitherto undreamed of, as well as a complete rest from the business worries and cares of the day. If you find it hard to leave these cares behind you when you go home, depend upon it, a Gourlay-Angelus will make you forget them.

One Toronto manufacturer tells of this pleasure in a Gourlay-Angelus as follows:—"I have always been glad I purchased the Gourlay-Angelus. The longer I have it the more I enjoy it and the more I use it."

Write for Catalogue and Prices

GOURLAY, WINTER & LEEMING,
188 Yonge St., Toronto



That the "Made-in-Canada" doctrine can pinch under special circumstances, was demonstrated by the experience of a prominent member of the Association during the Convention in Ottawa.

He went into a store to buy a pair of boots. It happened that the proprietor was sold out of all good Canadian lines, and had nothing national in stock except a few pairs of stogies, which resembled antiquated steam tugs. Hard by these craft stood a pair of smart American boots, which were almost equal to the Canadian lines that had been sold short.

Our hero took up the American boots and began caressing them, but his "Made-in-Canada" convictions and the loud exhortations of his friends prevailed, and he reluctantly threw a line to the tugs and took them in tow, thus teaching the highly moral lesson that the "Made-in-Canada" doctrine should be upheld, even in those few cases where it may require sacrifice.

* * * *

"I came without my dress suit," said one member to another.

"At C. M. A. Conventions," replied the latter, "if it comes to a choice, leave your tweeds at home, and come in your dress suit, you'll need it more." And he straightened his tie and went to the dance.

* * * *

Shades of football heroes! What a scrimmage ex-Presidents Hobson, Rowley and Curry would have made!

* * * *

"Young blood will tell."

"Youth cannot be denied."

Consequently, Young Blood and Youth were left at home to run the business while the frail grandfathers went to Ottawa to run the Convention and dance and dine.

* * * *

Room 323 gave opportunity to illustrate Mr. Henry George's book "Progress and Poverty." Progress within, Poverty departing.

Mayor Hopewell's speech had the right ring. He did not hesitate to attack some national problems in vigorous style.

* * * *

At the beginning of the Convention, few wanted to return to Toronto by special train. The rest seemed to prefer the regular. But when the banquet bull movement started, the number of signatures necessary to secure the special was quickly obtained.

* * * *

The owners of advertising novelties made many onslaughts upon the information bureau, but were forced to retire in confusion by the Assistant Secretaries. It is difficult to decide which was more effective, the bland firmness of Mr. McIntosh, or the military bearing of Mr. Poussette.

* * * *

Many of the members tried to see Mr. Wentworth after he delivered his excellent address on fire prevention, at the smoker, in order to compliment him and to extract further information. Unfortunately, he was forced to leave Ottawa on the night train, and had to sprint from the Parliament Buildings to make the connection.

* * * *

One of the young manufacturers of Canada is Mr. S. H. Elkin. His ability was recognized by his election to the Vice-Presidency of New Brunswick and Prince Edward Island.

* * * *

Members of the Association should follow the example of Mr. Rowley and patronize the Insurance Department. He did not hesitate to say so at the Convention.

* * * *

Mr. George Booth, of Toronto, represented the life members of the Association at the Convention. The other, Lord Strathcona, was, unfortunately, abroad.

* * * *

Mr. Gourlay sat squarely between Mr. Borden and Sir Wilfrid Laurier, and divided his attentions equally. It is doubtful if one got a smile more than the other. No politics in the Association.

* * * *

Unconsciously, Mr. Curry almost stopped the dance. The ladies all wanted to sit down and watch his easy step and graceful swing.

* * * *

Many Toronto members missed the train for Ottawa on Monday night, Sept. 23rd. They had a good excuse—the Borden banquet in the Arena.

Lower Repair Bills

You don't need to replace the whole grate just because a small part is burned out.

THE TOPS OF

MACDONALD SHAKING GRATES

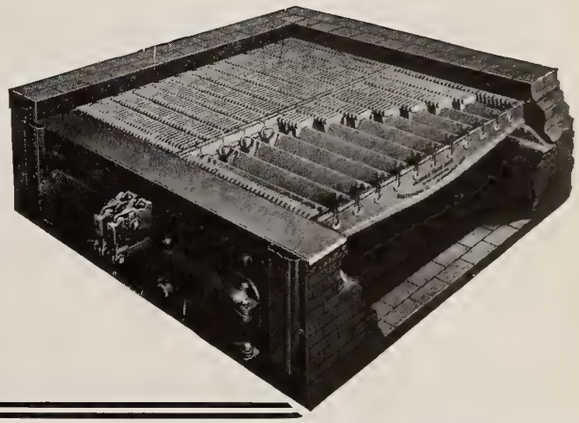
ARE REMOVABLE

The points penetrate twice as far into the fuel as other shaking grates with same motion of lever. Unburned fuel cannot fall into ash pit for wide spaces are not opened up by shaking.

ASK FOR BULLETIN No. 4

Manufacturers of
Vertical Compound Engines
Corliss Engines
Horizontal Return Tube Boilers
Water-Tube Boilers
Robb-Brady Scotch Type

39–22

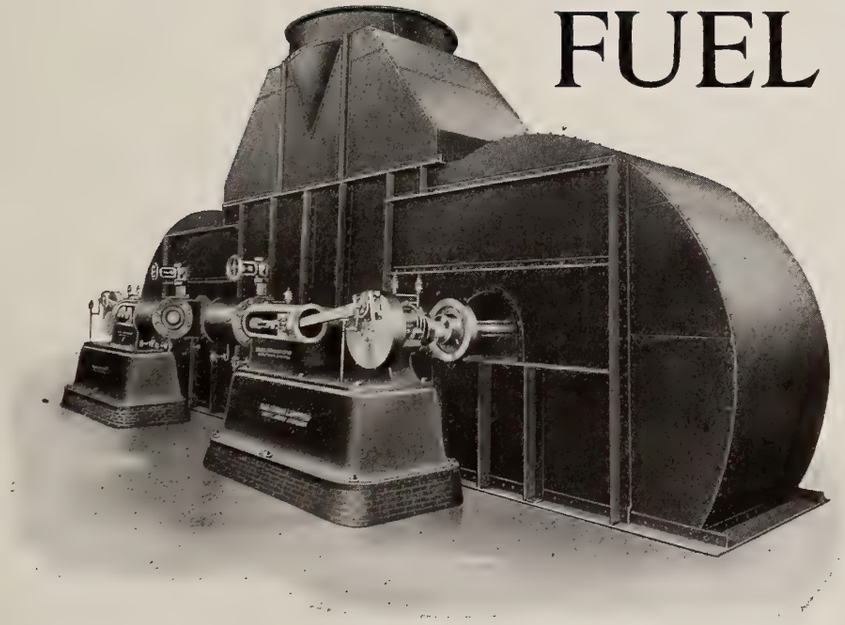


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WORKS { Amherst, N.S. / South Framingham, Mass.

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Canadian Express Bldg., Montreal, R. W. Robb, Manager
Traders Bank Bldg., Toronto - Wm. McKay "
Union Bank Bldg., Winnipeg - W. F. Porter "
Grain Exchange Bldg., Calgary - J. F. Porter "

Sole Canadian Agents for
C. A. PARSONS & CO.
Newcastle-on-Tyne
Turbines, Turbo-Electric Generators, Turbo - Pumps and Compressors.



FUEL SAVING

With the SHELDON MECHANICAL INDUCED DRAFT SYSTEM

You can reduce your Fuel Bill one half by using a cheaper grade, or you can secure better and almost smokeless combustion from the same grade of fuel that you are now using.

Send for Catalogue No. 22

SHELDONS LIMITED · GALT, ONTARIO

609 KENT BUILDING, TORONTO

AGENTS:

ROSS & GREIG
412 St. James Street, Montreal

ROBERT HAMILTON & CO.
Bank of Ottawa Building, Vancouver

GROSE & WALKER
259 Stanley Street, Winnipeg

WINTER MAIL SERVICE TO YUKON TERRITORY

The Winter Mail Service to Dawson, Y.T., and other places in the Yukon Territory, North of White Horse, is now in operation and only the following classes of mail matter can be forwarded to these points during the Winter Season; Letters (in their usual and ordinary form), Post Cards, Singly Wrapped Newspapers and Periodicals from the office of publication or from authorized newsdealers, addressed to Public Libraries, to Newspaper Publishers and to individual subscribers, Transient Newspapers, and Third Class Matter of all kinds, except Books, Trade Catalogues, Circulars and Samples of Merchandise.

All Mail Matter intended for Dawson and other points beyond White Horse but which is excluded from transmission in the mails beyond that point may be sent to destination from White Horse, if the following directions are complied with.

1. The parcels, books or other excluded matter intended for points North of White Horse must be addressed to that office and not to Dawson, or other points beyond White Horse, and must be prepaid the usual postal charges.

2. The articles must bear a notice on the cover, "Please forward by Express (or freight) to" (naming the desired destination). The Postmaster at White Horse will hand the article over to the Express or Freight Company at that place, but the Post Office Department will not accept any further responsibility for the packets after they have been transferred.

CHEAPER TELEGRAMS

By E. D. Arnaud

Canadian Trade Commissioner, Bristol, in Trade and Commerce Report.

It will be interesting to many Canadians to learn that the Western Union Telegraph Company and its associated companies intend making at an early date the following reductions in the cost of telegrams passing between the United Kingdom, Canada and the United States.

The present rate of 6d. per word for telegrams subject to a possible delay of twenty-four hours will be reduced to 4½d. per word, and the telegrams will be transmitted and delivered subject only to such delay as is necessary to give priority to ordinary traffic at 1s. per word.

A new service of night letters will be brought into force at a charge of 3s. for 12 words and 2½d. for each additional word. These telegrams will be delivered, subject to the prior delivery of ordinary traffic, on the morning of the day following that on which they are handed in.

The present rate of 6s. for 30 words and 1s. for each additional group of five words for week-end cable letters handed in up to Saturday night for delivery on the following Tuesday will be reduced to 4s. 6d. for 24 words and 2½d. for each additional word, and the telegrams will be deliverable on the following Monday.

A reduced rate of 3½d. instead of 5d. for ordinary press telegrams has already been brought into force, as also an improvement in the conditions on which press telegrams at the rate of 2½d. per word are transmitted and delivered. The latter telegrams have hitherto been subject to a delay of nineteen hours reckoned by the clock time of the country of destination. They are now transmissible during the hours of midnight to 6 a.m. in the country of origin, and also during the hours from 6 to 9 p.m., Greenwich time, corresponding to 1 to 4 p.m. Montreal or New York time.

These rates apply to those places in the east of Canada and the United States to which the rate for ordinary telegrams is 1s. per word. The rates chargeable to other places in Canada and the United States are being correspondingly reduced.

MOVING WEST

As a result of their exhibit in the "Made in Canada" Train, the Ideal Bedding Company, Limited, of 10 Jefferson Avenue, Toronto, has purchased a factory at Calgary, Alta.

The fact is interesting for two reasons. The first is in proving the absolute value to one exhibitor of the "Made in Canada" Train. The second reason is that it showed the West what the East was doing to cultivate good will and it proved to the East how eager the West is to co-operate. As Mr. Bennett, the Managing Director of the Company said, "The result of the exhibit was an eye-opener to us. Hitherto we thought that our warehouse in Winnipeg was more than sufficient to take care of the Western business. Now we know that Winnipeg will not only be taxed to its capacity, but that Calgary will have to hustle to keep pace with the demand upon its resources."

The Calgary Branch will be known as the Western Ideal Bedding Co., Limited, with a personnel made up as follows:—President, W. A. Denby, Calgary; Vice Pres., W. P. Bennett, Toronto; Secretary, P. D. Sprung, Calgary.

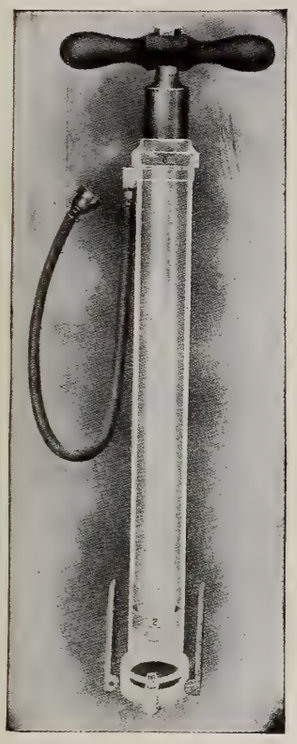
The premises they will occupy are those recently occupied by the Western Tent and Mattress Company, which was owned by Mr. Denby and Mr. Sprung. The new Company will increase the size and capacity of the plant as fast as possible and eventually manufacture the complete "Ideal" line for the Western trade.

THE IMPERIAL TRADE COMMISSION

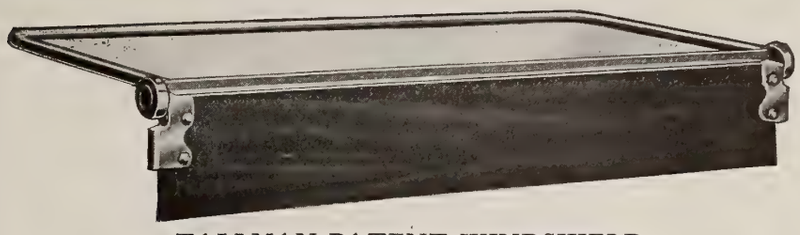
The problems of the Imperial Trade Commission are indicated by the following remarks of Hon. G. E. Foster, Minister of Trade and Commerce, who has just returned from England:

"Since the Commission met the question of emigration from the United Kingdom to the colonies has been added to the work of the Commission. They will make inquiries into the whole question and make recommendations to avoid overlapping of work and to induce co-operation as to agencies. The Commission will also inquire as to methods of transporting and distributing those leaving the Motherland for the colonies. It will add materially to the work of the Commission.

"I noticed a very decided change in public opinion in the United Kingdom. The importance of the over-sea Dominions has become more fully realized. Great Britain appreciates the wonderful resources of the colonies and the rich fields for development in Canada, Australia and South Africa. It is realized that they are now important factors in the Empire's future, and there is a strong sentiment in favor of co-operation with the overseas Dominions in working out the Empire's destiny. The feeling that the colonies are weak and unimportant is gone."



TALLMAN PUMP



TALLMAN PATENT WINDSHIELD

TALLMAN'S REPUTATION IS IN THE GOODS



MACKAE
SPARK PLUG
ALL KINDS

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HAMILTON, ONT.

BRASS SPINNINGS NICKEL PLATING

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WE ARE RECOGNIZED IN FINANCIAL, ACCOUNTING AND INSURANCE CIRCLES AS THE **STANDARD AUTHORITY** ON VALUES IN THE DOMINION OF CANADA

Appraisals
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Reports
Plans

NEW LABELS AND WAY BILLS

System Which has Been Adopted by the Canadian Express Company Since September 1st is the Same as That Ordered for the United States by the Interstate Commerce Commission. Object of Change is to Secure Better Service for the Public and Less Trouble for the Company

A NEW system of labeling and way-billing express shipments has been adopted by the Canadian Express Company, and has been in effect since September 1st. This new system is one ordered by the Interstate Commerce Commission for use in the United States, and for uniformity is now likewise adopted by this Company for use in Canada, its prime object being to prevent overcharging and undercharging patrons and collecting charges at destination when shipments have already been prepaid; also to eliminate the frequent occurrence of packages over without marks, resulting in inconvenience to the public and loss to the Company.

Perfect service to the public means success to the Company and its employees, and a close study of the new system and careful observation of the instructions is enjoined.

The Interstate Commerce Commission's order requires that any shipment not labeled showing whether it is prepaid or to collect, must be delivered to consignee free of transportation charge, and this regulation requires that agents and others shall be particularly careful in placing proper labels on every shipment, and failure to do so should be at once reported to the Superintendent of the Division in which the originating office is situated, so that the necessary measures may be taken to prevent a repetition.

Briefly the following instructions are intended to emphasize the importance of the "Way-Bill Label" as being the basis of the new system. All the other labels are in a measure subsidiary and supplementary, and are necessarily adopted to enable employees to successfully carry out the object set forth in the preceding paragraphs of this circular.

The penalty imposed by the Interstate Commerce Commission will be effective so far as this Company's territory in the United States is concerned, but does not necessarily apply on shipments carried between two points, both of which are in Canada, although to make the new system effective, strict compliance with the following instructions must be observed.

Variety of Labels.

The labels adopted and which are described in this circular, form the foundation for correct receiving, billing, handling and delivering of shipments, and the information given must correspond to the actual transaction and understanding with the shipper.

The labels and way-bills adopted are of distinctive colors, viz:—

(*a*) GOLDEN ROD:—signifies that charges have been prepaid by shipper, and no charges whatever are to be collected from consignee.

(*b*) WHITE:—signifies that charges are to be collected from consignee.

(1) The complete list of new way-bills and labels is as follows:

WAY-BILLS—

(u. 1) Prepaid freight way-bill, Golden Rod paper, printed in black ink.

(u. 2) Collect freight way-bill, White paper, printed in black ink.

(u. 3) Substitute prepaid way-bill, Golden Rod paper, printed in black ink.

(u. 4) Substitute Collect way-bill, White paper, printed in black ink.

(u. 5) Messengers prepaid freight way-bill, Golden Rod paper, printed in black ink.

(u. 6) Messengers collect freight way-bill, White paper, printed in black ink.

(u. 13) Prepaid Money way-bill, Golden Rod paper, printed in red ink.

(u. 14) Collect Money way-bill, White paper, printed in red ink.

(u. 15) Prepaid valuable freight way-bill, Golden Rod paper, printed in purple ink.

(u. 16) Collect valuable freight way-bill, White paper, printed in purple ink.

(u. 17) Messengers prepaid Money way-bill, Golden Rod paper, printed in red ink.

(u. 18) Messengers collect Money way-bill, White paper, printed in red ink.

(u. 19) Prepaid in Bond way-bill, Golden Rod paper, printed in black ink.

(u. 20) Collect in Bond way-bill, White paper, printed in black ink.

LABELS—

(u. 7) Prepaid Lot Shipment label, Golden Rod paper.
(u. 8) Collect Lot Shipment label, White paper.
(u. 9) Prepaid label, Golden Rod paper.
(u. 10) Collect label, White paper.
(u. 11) C.O.D. label, Green paper.
(u. 12) In Bond label, Pink paper,

(2) Either a Prepaid or a Collect label, as the case may be, *must be pasted on each shipment by the employee at the time the receipt is given for the goods, and in the presence of the shipper.*

When the shipment reaches the billing clerk the label will clearly indicate how it is to be way-billed, and the "Way-bill label" (which forms part of the way-bill itself) will then be attached to the shipment in addition to the label placed on it at the time of receipt.

In the case of shipments consisting of more than one package and which are designated as "Lot Shipments," the prescribed label will be placed on one of the packages, and the additional package or packages in the shipment will have Lot Shipment labels attached, as per forms "u. 7 and 8," and the receiving clerk or driver will enter on the Prepaid or the Collect label in the space provided thereon, the number of pieces in each lot.

Drivers and others must be furnished with an ample supply of all kinds of labels for ready use, otherwise the increased efficiency sought to be accomplished will entirely fail.

For mutual convenience special arrangements may be made with large or regular shippers to supply them with labels to be attached to the shipment in advance of the call of the driver.

NOTE.—It is not expected that these labels can be attached to large shipments of perishables or produce to one address.



RHODES, CURRY Company, Limited

Lessees

AMHERST, NOVA SCOTIA

Church, Bank and Office Fittings, School Desks a Specialty

WE MANUFACTURE

All kinds of Building Materials, including Cast Iron Columns, Crestings, Sash Weights, etc.

We carry in stock 5,000,000 feet Native Lumber and about 2,000,000 of Foreign Lumber, including OAK, WALNUT, EBONY, WHITEWOOD, BASSWOOD, RED CEDAR, DOUGLAS FIR, MAHOGANY, ETC.

BRANCHES AT HALIFAX AND SYDNEY



(3) *Failure to Attach Labels.*—Packages reaching way-bill clerks without either a prepaid or collect label, should not be way-billed until the omission has been rectified, and they must not be loaded in car unless proper label is attached.

(4) *Shipments Picked up at Joint Agencies.*—As drivers at joint agencies will not at all times be able to distinguish between shipments to be handled by the respective companies, the labels furnished such agencies will not show the name of the company, but on arrival at the way-billing office the proper way-bill label will be affixed, which will indicate the carrying company.

(5) *C.O.D. and In Bond Labels.*—These special labels will be affixed to all C.O.D. and In Bond shipments as heretofore, and careful attention should be paid to the instructions printed on the labels themselves.

(6) *Valuation on Shipments.*—Value on either prepaid or collect shipments must be plainly shown on the way-bills in spaces provided therefor.

(7) *Way-bill Instructions.*—It will be observed that the new way-bills provide for three distinct purposes, being divided into three sections; the section on the left-hand side being the way-bill which will accompany the shipment, and be carried by the messenger, while the middle portion comprises the "way-bill label" on the back of which is the following:—"This Way-Bill Label must be affixed to all Prepaid or Collect shipments, and where not possible to paste on the shipment itself, attach a special tag (Form No. 273) and paste this label thereon." The section of way-bill on the extreme right is the office copy *and must be carefully preserved.* Each pad of way-bills will have affixed to it a sheet of carbon which adjusts itself each time a way-bill is completed and torn from the pad, and as several of these are in each pad of way-bills, there should be no difficulty in obtaining clear copies in each case. The method to be followed in folding the way-bill to secure three copies is by taking the right half of the way-bill, consisting of the label and the office copy, and turning over on the top of the messenger's portion of the way-bill, and then folding back the office copy portion on top of the label portion. The writing will be done on the office copy, and carbon copies of the label and the messenger's portion of the way-bill will be obtained.

(8) *Substitute Way-Bills.*—The Substitute way-bill provided is a way-bill of the same size as that accompanying shipments; it does not require an office copy or label, but it is to be used for all shipments received without way-bill, and must be filled out from label attached to the goods, which will give the same information as appeared on original way-bill; thus the effect of a Substitute way-bill is merely to reproduce the original way-bill, and the complete information as shown on the label, including the charges, should be shown. It will be seen that there will be no over-way-bills hereafter, but all requirements will be met by the use of the substitute way-bill which will be dealt with exactly as though it were the original way-bill.

When regular way-bill and Substitute way-bill are received together, and are in the agent's possession at the same time, the charges on the regular way-bill will be accounted for in Statement, and the Substitute Way-bill will be attached to same. If regular way-bill reaches destination after the charges have been accounted for on Substitute Way-bill, the charge should be ringed, and notation made on the regular way-bill, showing number and date of Statement in which the Substitute Way-bill was settled, and if Substitute way-bill reaches destination after the charges have been accounted for on regular way-bill, similar procedure should be followed with regard to the Substitute Way-bill.

Messengers are not required to make Substitute way-bills for shipments that have a Way-bill Label or Lot Shipment Label thereon, as this will be made out by destination office, but they must continue to make and abstract Substitute way-bills for all shipments not so labelled and not accompanied by way-bill.

Messengers are also instructed that they must advise their Superintendents or Route Agents of every case coming under their observation, where the forwarding agent has failed to affix the proper labels as prescribed by these instructions.

(9) *Transfers to and from Other Companies.*—Shipments reaching transfer point without original way-bills are to be covered by *Substitute Way-bill* compiled from information shown on Way-bill Label including the charges, and then transferred to connecting company.

If shipment does not bear Way-bill Label or other evidence of prepayment, a Substitute way-bill should be made without charges, with notation on the face thereof that the shipment is "Over." Such cases should be at once reported to the Superintendent of the division.

If shipment does not bear a Way-bill Label, but bears other evidence of prepayment, in the form of our own prepaid label, or shipper's paid mark, deliver to, or accept such shipments from connecting company on Substitute Prepaid Way-bills.

When way-bills are received at transfer points without shipments, they should be endorsed at "Short" in the usual manner and delivered to the connecting carrier, who will forward on to destination. When destination is a common point, efforts should be made to trace the shipment by communicating with the other express companies, and if located, the way-bill should be turned over to the express company in possession of the shipment.

If a shipment, on which the charges were prepaid at origin, is entered on through way-bill with charges to collect, the through way-bill must be stopped and settled at the transfer point, and the correct through charge must be expensed upon originating office accompanied by copy of way-bill and name and address of shipper if possible. After the way-bill has been cancelled as instructed above, the shipment must be transferred to connecting company with a Substitute prepaid way-bill and a notation thereon that the Substitute Way-bill is issued to correct error in way-billing, and that the regular way-bill has been duly settled by the agent correcting the error.

Shipments from other companies must not be accepted in transfer unless accompanied by either a regular or Substitute way-bill made by such transferring company. This Company will not accept from other companies on through way-bills or otherwise, shipments with charges to collect when such shipments bear evident indications of the charges being prepaid.

If shipment is transferred at a different transfer point than that named on Way-bill Label or Way-bill, the agent must at time of making transfer, write or stamp the name of his office in place of the transfer point named on Way-bill or Way-bill Label.

If originating office in error way-bills a shipment to transfer point instead of to destination, the agent at transfer point will make Substitute Way-bill for same, making notation thereon that shipment was way-billed to transfer point in error.

When a shipment reaches transfer point with a Collect Label thereon, but accompanied by a Prepaid way-bill with or without a Prepaid Way-bill Label, agent will transfer the shipment and Prepaid way-bill to connecting company to be carried through to destination where proper correction will be made.

Should a shipment reach transfer point with a Collect or Prepaid way-bill, but bearing no label of any kind, the agent will transfer the shipment and way-bill to connecting com-



Why Pay Freight on Wooden Boxes ?

MARTIN

Corrugated Shipping Cases

Are made from special fibre stock, and are constructed so as to protect the goods from damage or breakage. At the same time saves 75 p.c. of weight of wooden cases.

These boxes comply with the freight classification and are accepted at the same rate as goods packed in wooden boxes. Can be used for shipping by freight or express any goods in reasonable weight package.

Write for catalogue and sample. Give inside dimensions and weight of contents.

Martin Corrugated Paper & Box Co., Ltd.

Office and Factory - - 353 Pape Avenue, Toronto

BITUNAMEL

PREVENTS CORROSION

CERTAINLY, but think for a moment what this means. It means that the great objection to steel construction is removed; that the alarming and dangerous condition of some of the early built structures need not be repeated; and that architects and builders when they specify or use steel construction coated with Bitunamel have a material that experience has proved to be absolutely impervious to rust.

It is gas, acid and alkali proof, and is employed on many large ocean liners as a protection against the action of salt water.

The AULT & WIBORG CO. of Canada, Limited

Varnish Works, Toronto

Montreal Winnipeg Cincinnati Philadelphia New York Buffalo Chicago Minneapolis San Francisco London Paris

pany, who will carry it through to destination where correction will be made.

If shipment reaches transfer point with Prepaid or Collect Label on same, and with regular Way-bill, but with no Way-bill Label on the shipment, both way-bill and shipment will be transferred to connecting company to be forwarded to destination where the error will be remedied.

In all cases of error except those specially mentioned above, the company tendering the shipment in transfer must correct the billing, and make the proper entry on transfer sheets to agree with marks on the shipment.

When a shipment consisting of two or more pieces (called "Lot Shipment") reaches transfer point, and one or more of the pieces are short and the original way-bill has not been received, but the Way-bill Label is on one of the pieces, the transfer point will make an exact copy of the original way-bill, by copying the particulars from the Way-bill Label on to Substitute Way-bill, noting on the Substitute the total number of pieces short, and transferring the Substitute way-bill and balance of the shipment to connecting company.

If regular way-bill is received with the shipment and one or more of the pieces are short, regular way-bill and freight will be transferred to connecting company with notation on same showing total number of pieces short in the shipment.

Agents of this Company at transfer points must see that all short way-bills received from connecting companies are stamped by agent of connecting company, and short notation made over connecting company's agent's signature; otherwise it will be assumed that way-bill and shipment are transferred together.

(10) *Money Way-Bills.*—The money way-bills are printed in red as heretofore, but they will differ from the freight way-bill, inasmuch as there will be no label to use in connection with money shipments.

(11) *Free Shipments Carried under Franks and Other Authority.*—When billing out "D.H." matter carried by agreement or under frank, prepaid way-bill and labels must be used, and care exercised in showing the letters "D.H." in the "Revenue Column" of way-bill and label. Also show the number of frank in the space on label printed "On..... pieces," and carry the number on to the way-bill, showing it in the columns to the right of the "Prepaid Column."

Free shipments for points off this Company's lines must be way-billed on prepaid form *to transfer point only*, unless the shipper holds a frank over both companies' lines, in which event the shipment will be billed through to destination on prepaid way-bill in exactly the same manner as though it were over this Company's lines only. Such business should be routed via the nearest transfer point at which we connect with the Company participating with us in the free transportation of the shipment.

(12) *Advance Charges on Prepaid Shipments or Shipments Paid in Part.*—Collect labels must be used for advanced charges on prepaid shipments or shipments paid in part, and the amount should be plainly shown on package near the address without fail. Collect way-bills will also require to be used in such cases, the prepaid charges being shown in the column headed "Paid in part."

(13) *Entering Names of Offices on Way-bills.*—Agents who are not supplied with the new form of way-bill with the name of their office printed thereon, should in every instance write or stamp the name of their office in the space provided at the top of the three sections of the way-bill, immediately they receive a supply, so that the way-bills may not get from their office without showing the originating point.

(14) *Shipments Billed on Wrong Office.*—When shipments are way-billed on wrong office, agents or messengers should make out Substitute way-bill, showing full information as given on original way-bill, heading same to proper destination and forwarding it with the shipment. Make notation on original way-bill "Sent to..... on substitute way-bill" and sent forward to destination shown thereon, where it will be reported in the usual manner.

(15) *Re-billed Shipments.*—If a shipment has been received at the office on which billed, accompanied by regular way-bill, and it is found shipment belongs to some other office, a re-bill must be made to correct destination. If the shipment is Collect, use a Collect way-bill for re-billing showing accrued charges as "Advance charges" and "Total to Collect" on re-bill. If shipment is prepaid, it must be re-billed on "Prepaid" way-bill showing the amount of charges in "Prepaid" column and ringed. The agent at correct destination must correct charges to conform to tariff from point of origin. All re-bills should show in "Shippers" space of way-bill, the point of origin, and number and date of original way-bill.

(16) *Charges Accruing en Route.*—When a shipment is prepaid through to destination and additional charges accruing on the shipment en route, such as: Customs entry fee, Customs duty, expense for feeding, etc., a collect way-bill for the amount so advanced must be made out by the agent at the point where the charge accrued, showing amount in "Advance" column of way-bill. Way-bill Label should then be pasted on the shipment as near to the prepaid Way-bill Label as possible, showing the total amount to be collected from consignee and for what purpose. The prepaid and collect way-bill must then be fastened together and sent forward to destination, and taken to account in the usual manner.

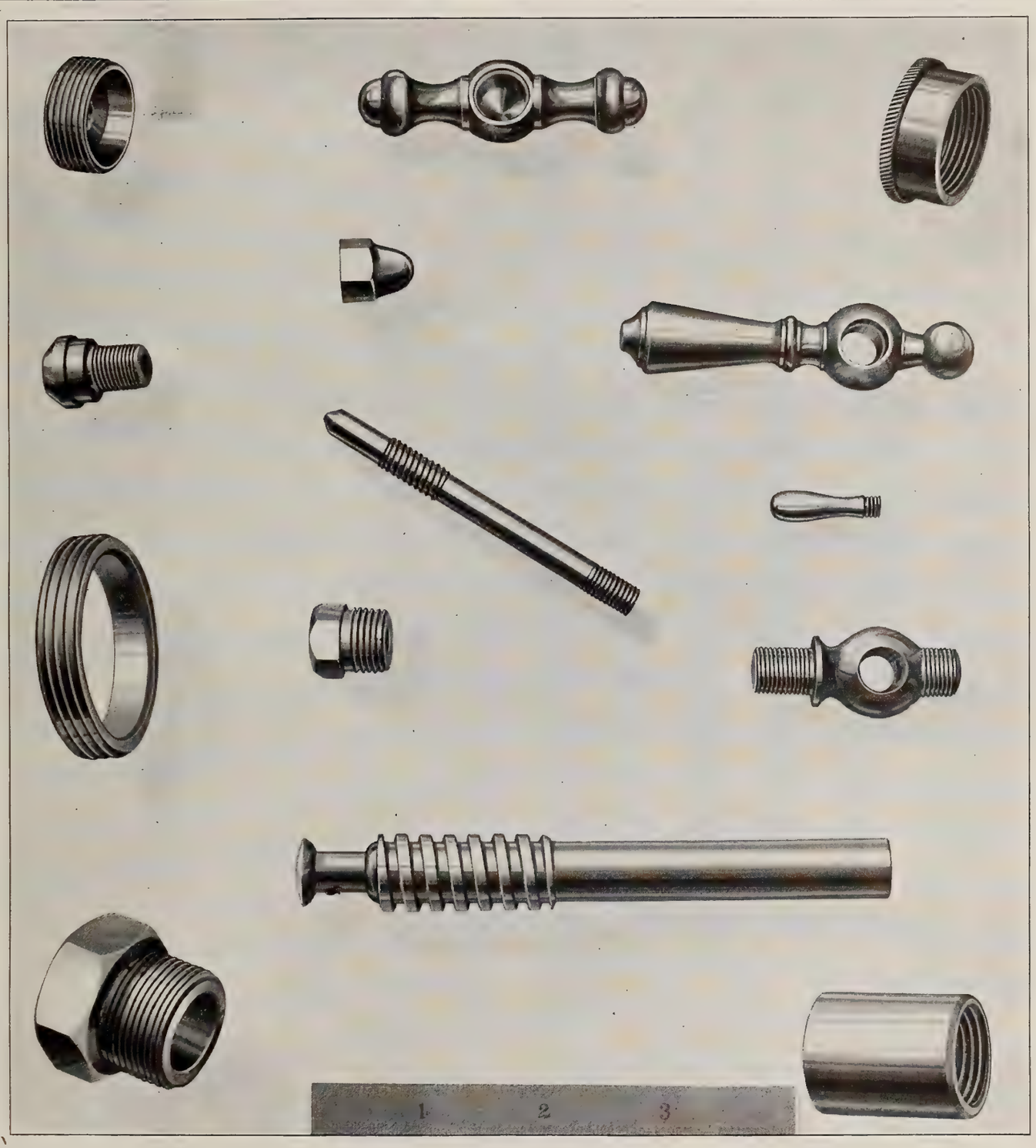
(17) *Correcting Charges at Destination.*—When incorrect charges have been made and entered on Way-bill Label or Way-bill, the error must be promptly corrected at destination by writing or stamping on the face of the Way-bill Label, the words "Charges revised to read $....." and the same notation should be made opposite the entry on delivery sheet.

Standing instructions have been issued from time to time to the effect that all charges must be verified by receiving agents, and it is now more than ever necessary that unusual care be exercised in seeing that the charges entered on the way-bills and collected from the public are exactly in accordance with the tariffs.

(18) The blanks on the different way-bill forms are there for a specific purpose, and they must all be carefully filled in, in order that the object of the new way-bill may not be defeated. The various blanks explain themselves, but it is particularly pointed out that in the space headed, "Destination or local address," the details of the address, namely: the number and street, name of hotel, club, company or individual, in whose care the shipment is consigned must be shown. Particular care should also be taken to specify the nature of each article, when carried at other than merchandise rate, so that charges may be properly revised at destination point, or by the Accounting Department, in accordance with the Tariffs and Classification. It is also essential that the rate per 100 pounds or per 1,000 dollars should be shown in the space provided, and if shipment is destined to an office of another company, the rate of both companies via transfer point should be shown, so that the proper revision of charges may be made.

The space on the way-bill headed "Routed Via" is for the purpose of showing the name of the transfer point at which the shipment is transferred to the connecting company, so that the charges may be easily apportioned in the Audit Department, and every care should be taken to see that this space is filled in correctly.

JOHN PULLEN,
President.



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MONTREAL

FLOATING DRY DOCK FOR MONTREAL

It is the Fourth Largest in the World. Germany Owns the First and Second and Britain the Third in Lifting Power. This Dock can Raise a Battleship

The big floating dry-dock which is to be established at Montreal in connection with Canadian Vickers, Ltd., is being brought across the Atlantic by two powerful steam tugs and should come up the St. Lawrence in October.



Interior of the Montreal Dry Dock

This huge dock is so strongly constructed that it can lift a battleship. It is double-sided, self-docking and built in three independent sections. Steam heating prevents water from freezing in the compartments.

The pontoon consists of a rectangular structure, plated all round except the portion of the deck directly under the walls, and stiffened internally by longitudinal and transverse girders. It is divided into three sections, the two end sections having their outer extremities built in the form of a point or bow, ending in a working platform arranged on plate and braced girders. The bottom plating, except under the walls, runs transversely, and is connected with the plating of the sides and points by chine angles, and the top or deck plating, which is arranged in the same manner, is similarly connected with the face of the side wall. The pontoon is divided into four compartments, by three longitudinal intercostal water tight plate bulkheads, and transversely it is divided into 54 bays, of which 17 are in each end section, by transverse girders, consisting of plate bulkheads. Special lattice girders are used in the compartments under the walls, instead of plate girders.

Following are the general dimensions of the dock:—

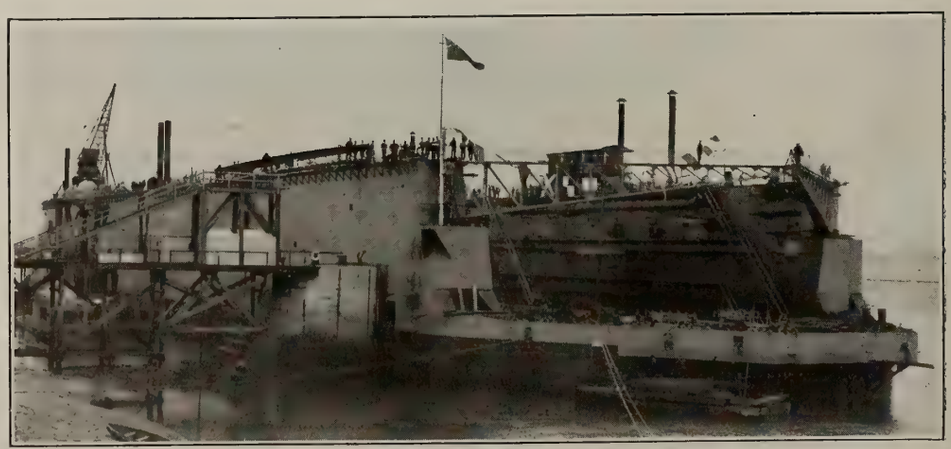
Length over platforms	600 ft.
Length over pontoons	550½ ft.
Width over all	135 ft.
Depth of pontoon at centre	17 ft.
Length of side walls	470½ ft.
Height of side walls above pontoon deck	42 ft.
Width of side wall at base	17½ ft.
Width of side wall at top	12½ ft.
Clear width between roller fenders	100 ft.
Draught of vessel	27½ ft.
Lifting capacity	25,000 tons.

This dock is the fourth largest in the world, the largest with a lifting capacity of 40,000 tons, and the second largest, of 35,000 tons, being owned in Germany, while Great Britain owns the next largest, the twin docks of 32,000 tons lifting capacity each.

The dock is supplied with the usual bollards and timber heads, and roller fenders are also fitted to protect the walls from an entering vessel. Eight mechanical side shores, four on each wall, are provided, which can be screwed in or out by a standard fitted on the top deck. The keel blocks are strongly made and closely spaced to take the weight of the heaviest vessels, and ladders are fitted leading from the upper deck of the dock to the pontoon deck, and to the various compartments.

The establishment of this floating dock in Montreal will doubtless stimulate the shipping of the port, as it is absolutely necessary that ocean-going vessels should have frequent and extensive overhauling if they are to be kept in first-class condition.

The New Brunswick Lime and Cement Company, with a capital of $500,000, has purchased a property at Greenhead, near St. John, where they will manufacture lime and cement.



Exterior of the Montreal Dry Dock

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FREE TRADE AND ARBITRATION

By WILLIAM DEWART

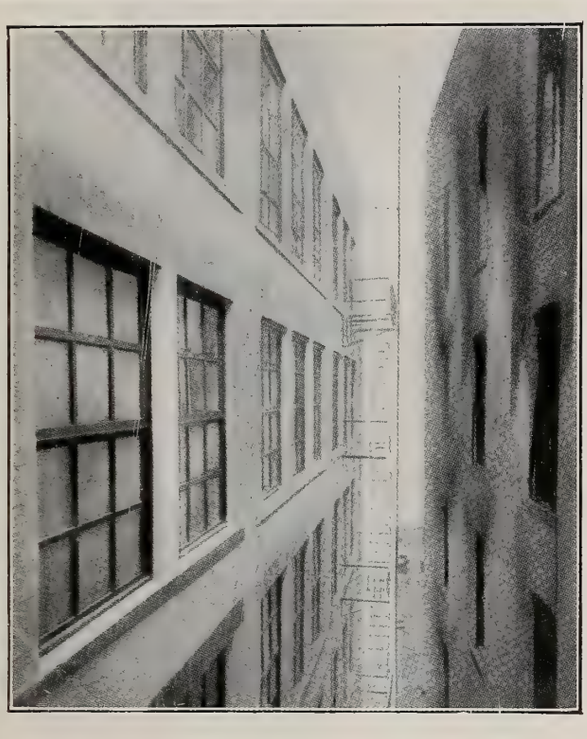
This Article, written for the "Canadian Illustrated News" in 1874, applies to the present. Mr. Dewart's arguments against Free Trade are of the sort which never grow old or stale.

Free Trade can hardly ever become universal or continuous. It is opposed to the inevitable necessities of national prosperity. Every time two great nations become involved in war their whole commercial policies with other nations require changes. In some cases the effects of these changes are felt severely in very remote places. The trade relations between England and the States were totally changed by the late civil war. The commercial treaty between England and France was swept away by the late French and Prussian war. This is the fate of every treaty, sooner or later; and such a fate is always disastrous to trade. Permanent, steady prosperity cannot be secured without a large development of home manufactures. If Canada now enters into trade relations with the States, to the injury of home manufactures, a war between the East and the West, of which there is some real danger, will again find us without manufactures of our own, and compelled to pay war prices for everything we import. Duties and taxes are, and will always be, the only means of paying war debts. Nations, not having home manufactures, are constantly assisting to pay the debts of other nations. As shown in a former letter, England built up home manufactures by Protection; till now, nearly every nation in the world is contributing toward the payment of her national debt. Protection is what makes Free Trade ultimately profitable. Free Trade, however, can never be profitable for all. It is only so for those who possess natural or acquired advantages.

It is no use to preach Free Trade to a nation in the present position of France, or in that of the States immediately after the civil war. Adversity teaches those people to reject such nonsense. True economy is learned in adversity. It is only in prosperous times that false theories like Free Trade take root. In every financial embarrassment nations have to flee to Protection; and if people would not forget the arts by which they surmount difficulties, they would make fewer mistakes. The way to pay debts and the way to make money is the same. Nations pay debts by duties and protection to home manufactures; to continue prosperous, it is necessary to continue this policy. The conditions that might possibly make Free Trade safe and profitable do not exist, and are never likely to exist. For example, the idea that international disputes are about to be generally settled by arbitration is nonsense. Such men as Emperor William and Bismarck, backed by immense resources, after enormous expenditures in military preparations, feeling strong and confident of victory, will never submit a weighty matter to arbitration where the decision of such a tribunal is at all doubtful. Military men have no faith in such a prediction. Krupp, the great cannon manufacturer in Prussia, is putting $7,500,000 of new capital into his work. All these things point to a continuance of war, as usual, and the unfitness of Free Trade theories at present. Capitalists are as willing as ever to furnish money to carry on war, and invest money in the manufacture of arms. The most gigantic, warlike preparations are going on on every side. England, where the doctrine of arbitration finds its chief support, is building as many ships of war as ever. It was by war she won her vast dominions, though peace would suit her best now; but younger nations are not yet satisfied to give the game up. For those who give attention to the subject, there is more to be gained yet by war than by arbitration. The age is still far off when war will cease to be the principal arbiter between nations. There are too many barbarous and semi-barbarous nations still in the world for civilized man to lay down the only means of defence which holds such people in awe. As the pugilist requires the blows of a training master to prepare him for the real conflict, so one civilized nation still requires to come into collision with another to prepare them for a conflict of barbarous nations by which a great portion of the earth is still inhabited. If civilized man is master of the world at the present day, it is his superiority in arms which has made him so. Our intercourse with half the world and a large majority of the human race is preserved only by our superiority in the use of arms. If Europe and America abandoned warlike preparations, and adopted rules for settling international disputes by arbitration, both countries would be conquered by the barbarous and semi-barbarous hordes of Asia and Africa within two centuries. To civilized man, war is an evil; but the abandonment of the art, as advocated by the arbitration movement would be a greater evil. In wars between civilized nations, civilization suffers little in comparison with what it suffers when a civilized nation is conquered by a barbarous one. This is where the screw is loose in the Free Trade movement. Free Traders think that arbitration is a means of settling nearly all international disputes is an accomplished fact; and that any policy which the present civilized nations think proper to adopt will control the destinies of mankind in all time to come. This kind of egotism is common in all ages. Greece, Rome, Persia, Assyria, and all the nations of antiquity, thought the same thing of themselves. They never dreamed that the seat of power would be in Western Europe some day; just as the Free Traders of Western Europe now think it will never remove to any place else hereafter.

Should any considerable declension take place in the military art in Western Europe, the British army might probably be driven out of India within fifty years. Were it not for modern improvement in the manufacture of fire-arms, I doubt if the Government could hold India even now. With the old musket, British soldiers could hardly succeed in expeditions even against such enemies as the Abyssinians or Ashantees; and repulses in case of this kind might lead to the invasion of Europe by Asia or Africa once more. However improbable this may appear at pesent, it might be rendered quite practicable by the operation of such principles as Free Trade and the settlement of international disputes by arbitration.

The arbitration and Free Trade doctrines emanate from the same source. Free Trade economists are the blindest of all politicians, and those who elevate such men are the blindest of all electors. They remind one of the man who in lopping the branches off a tree cut the one on which he was standing. The declension of the military art, likely to arise from arbitration, would efface civilization on two continents, and exclude the manufactures of Western Europe from half of the human race.



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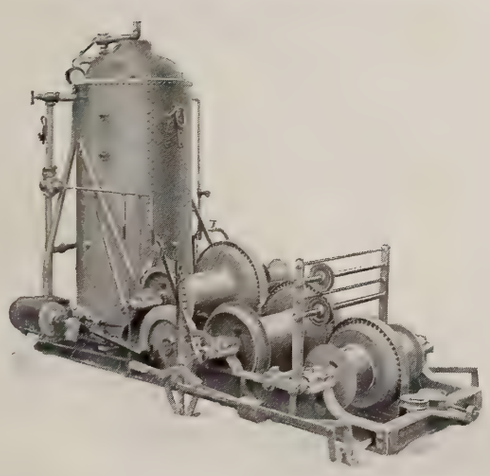
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* * * *

The business man who "loses his wool" gets shorn.

* * * *

The poorest machinery has the loudest creak.

* * * *

The path of success is the path of uncommon sense.

* * * *

Few people really know what they want; if they did they would get it.

Busines genius is an infinite capacity for getting other people to take pains.

* * * *

Don't haggle with a man over salary. Pay him what he asks, and sack him if he's not worth it.

* * * *

Of far more importance than low purchase prices is the ability to buy discriminatingly and in limited quantities.

* * * *

The side of the fence you see may look black; but the fellow on the other side may see a white fence.

* * * *

Your business is built round your personality—give the latter a chance. Don't overwork—keep fit.

* * * *

Experience is a valuable asset. Some men prize it so highly that they spend most of their business life acquiring little else.

* * * *

A stickful of sound argument, set solid, will do more business than a page of white space with a proverb in the centre of it.

* * * *

Many concerns enjoy revenue large enough to provide a good net profit instead of a net loss if only they knew how to combine efficiency with economy.

* * * *

System is your second self—the self which works while you play; which catches the reins when you retire. Be studious of system if you would be sure of yourself.

* * * *

A man should never be ashamed to own he has been in the wrong, which is but saying, in other words, that he is wiser to-day than he was yesterday.—*Swift.*

* * * *

Every great task is done at the cost of great effort, and geniuses are merely men of action who have the will to concentrate, the power to labor, and the capacity to endure.

* * * *

"Small profits and quick sales." It was a good many centuries ago that a wise man advised against despising the day of small things—but a very small proportion of traders have followed the spirit of his advice.

* * * *

Tradition does not tell us to do things to-day in the same way as they were done yesterday. It proves that success is based on the capacity to take advantage of conditions as they exist.

John Piggott & Sons

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Manufacturers of

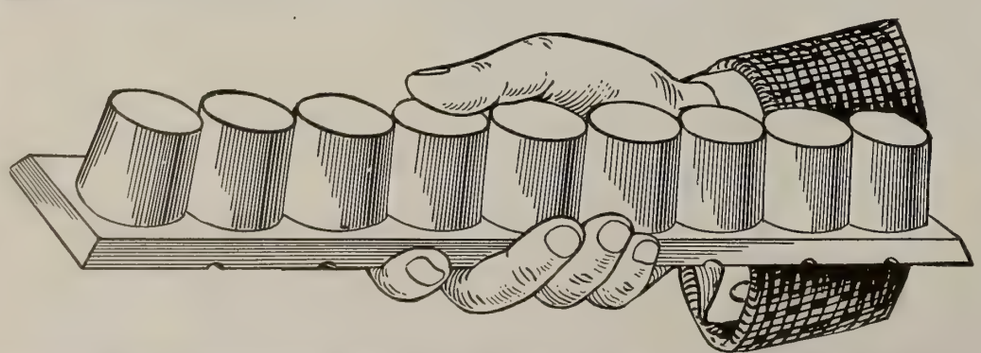
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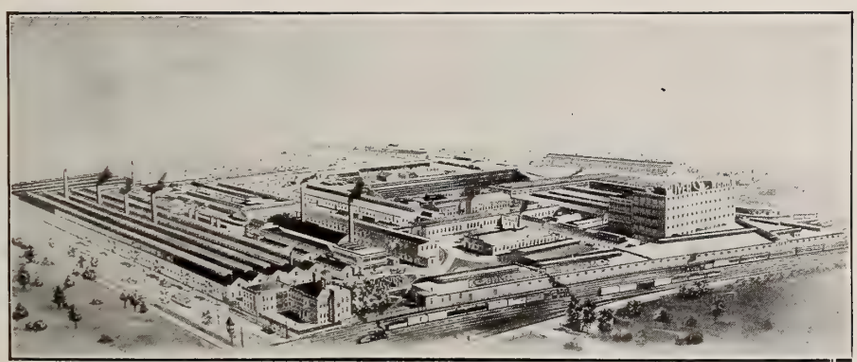
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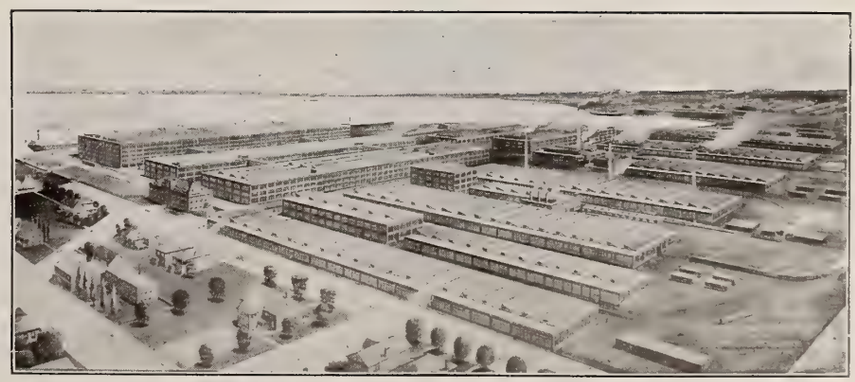
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WORKMEN who are untidy with their personal effects will be untidy and wasteful with your materials.



Encourage tidiness by installing

D L Standard Metal Lockers

We make them to suit all requirements and at prices you can't afford to neglect.

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Made in Canada.

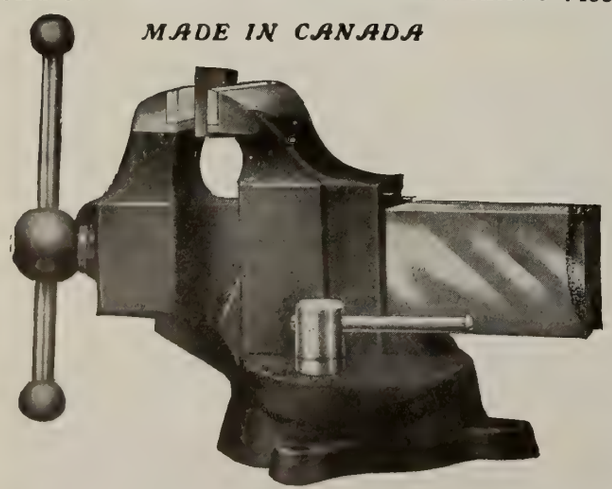
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This Guarantee Goes With Every Vise: We fully guarantee all of our Vises to be satisfactory in every particular and will promptly replace, without cost, any parts broken or badly worn when such failures are due to faulty material or construction.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

380. **Bicycles.**—A Cienfuegos, Cuba, firm of importers invites correspondence from Canadian manufacturers of bicycles.

381. **Iron Safes.**—A Cienfuegos firm is open to handle iron safes if quotations are right.

382. **Beds.**—Canadian manufacturers of beds are requested to correspond with a Cienfuegos firm.

383. **Furniture.**—A Cienfuegos, Cuba, firm of importers would like to hear from Canadian manufacturers of furniture.

384. **Paper Bags.**—A Cienfuegos firm is open to receive samples and quotations on paper bags.

385. **Canned Goods.**—A strong firm in Cienfuegos invites correspondence from Canadian exporters of canned goods. Bank references offered.

386. **Flour.**—Canadian mills desirous of extending their business to Cienfuegos are requested to correspond with commission merchant.

387. **Canned Meats.**—A firm in Cienfuegos wishes to correspond with first-class Canadian exporters of canned meats.

388. **Office Furniture.**—A first-class firm in Santa Clara, Cuba, is anxious to establish relations with Canadian manufacturers of office furniture.

389. **Stationery.**—A firm in Santa Clara wishes to correspond with Canadian manufacturers of stationery.

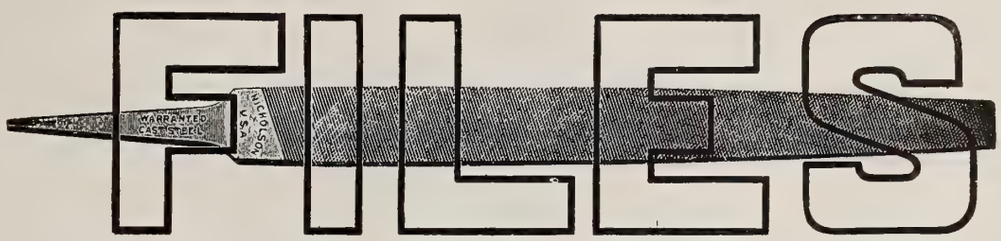
390. **Spruce.**—Canadian exporters of spruce desirous of extending their business to Cuba are invited to correspond with first-class firm in Santiago de Cuba.

391. **Canned Goods.**—A Santiago de Cuba firm now importing canned goods from Europe and the United States is anxious to represent first-class Canadian exporters of canned goods.

392. **Codfish.**—A large importer of codfish in Santiago de Cuba is open to buy large quantities of codfish. Must be well salted and dry. Good references offered.

393. **Flour.**—A firm in Santiago de Cuba importing over 3,300 sacks of hard wheat flour from the United States monthly is desirous of corresponding with Canadian exporters of this commodity. They express a belief that Canada could compete with the United States at the present time.

394. **Codfish.**—A strong firm in Santiago de Cuba is open to receive quotations on codfish in drums of 128 pounds. Must be well salted and dry.



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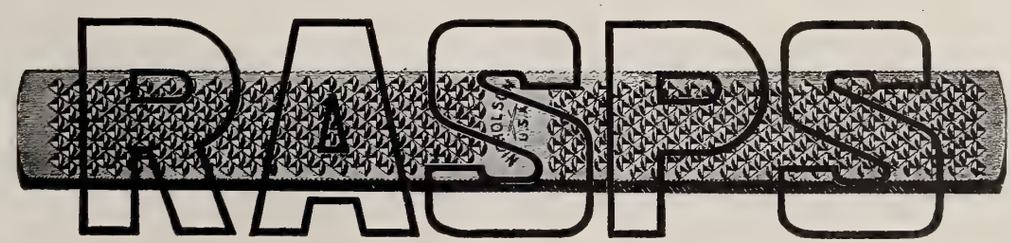
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395. **Codfish.**—Inquiry is made by large firm in Santiago de Cuba for the name of reliable Canadian exporter of codfish. Must be well salted and dry, and should be packed in drums of 128 pounds.

396. **Agency.**—A strong firm of commission merchants in Santiago de Cuba is in a position to act as agents for Canadian exporters of manufactures or produce.

397. **Barbed Wire.**—A firm in Santiago de Cuba is anxious to correspond with Canadian manufacturers of barbed wire. This article is admitted free of duty.

398. **Zinc Tiles.**—A Santiago de Cuba firm is open to handle zinc tiles.

399. **Agency.**—A strong firm of commission merchants in Santiago de Cuba would like to act as representatives of manufacturers and provision merchants. Bank references offered.

400. **Perfumes.**—A firm in Santiago de Cuba would undertake the representation in that city of Canadian manufacturers of perfumes.

401. **Codfish.**—A firm of brokers in Santiago de Cuba, offering bank and other references, is anxious to represent an exporter of codfish. Goods must be well salted and dry and packed in drums. Would prefer a Halifax firm.

402. **Box Shooks.**—Inquiry is made by a Santiago de Cuba firm for the names of Canadian manufacturers of box shooks for soap, liquors, chocolate and similar articles.

403. **Codfish.**—Inquiry is made by a Santiago de Cuba importer for the names of Canadian exporters of codfish. Well salted and dry.

404. **Paper Bags.**—One of the largest importers of paper bags in Cuba would like to hear from Canadian manufacturers of brown paper bags made of ordinary wood pulp. Local consumption is about fourteen millions per month. Bank references offered.

405. **Manufacturers Specialties and Novelties.**—A Havana broker with many years experience in the trade is anxious to hear from Canadian manufacturers. Catalogues and prices c.i.f. Havana should be sent.

406. **Codfish.**—A Santiago de Cuba firm wishes to correspond with Canadian exxporters of codfish, well salted and dry. One capable of exporting this commodity throughout the year. Bank references offered.

408. **Codfish.**—A Santiago de Cuba firm is desirous of representing Canadian exporters of dry salted codfish.

409. **Moccasins.**—(Fancy) and Indian Leather goods. An Australian firm of manufacturer's agents is desirous of receiving price lists and catalogues, etc., of moccasins for house wear, and full particulars concerning Indian leather hangers and kindred goods. Prices should be quoted f.o.b. Montreal or St. John.

410. **Hemlock Tanned Sole Leather.**—Canadian tanners are invited to correspond with German importer of hemlock tanned sole leather for turned shoes, 2½ and 3 millmietres thick, for which there is a great demand.

By Royal Warrant

"Canadian Club" Whisky

Fully Ripened in Wood. Age Guaranteed by Government.

QUALITY UNEXCELLED

Distilled and Bottled by

HIRAM WALKER & SONS
LIMITED

Walkerville, Canada

LONDON CHICAGO NEW YORK MEXICO CITY VICTORIA, B.C.



FIRE
EXTINGUISHERS

EVERY manufacturing plant should be equipped with our CHEMICAL FIRE EXTINGUISHERS.

Your insurance agent can tell you the exact amount our "IMPERIAL" Extinguishers will save you.

THE BOOTH-COULTER COPPER & BRASS CO.
LIMITED

TORONTO

OXYGEN

Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

OXYACETYLENE

AND ALL SYSTEMS OF

WELDING AND CUTTING PLANTS

For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

SAMPLE AND REPAIR WORK UNDERTAKEN

L'AIR LIQUIDE SOCIETY

(Formerly R. J. LEVY)

MANUFACTURER OF OXYGEN

1 Ernest Street
MAISONNEUVE - MONTREAL

Telephone La Salle 613

407. **Codfish.**—A Havana firm is anxious to represent a Canadian exporter of codfish. Well salted and dry, packed in 128 pound drums. Bank references offered.

411. **Cider.**—A cider manufacturer in Canada wishes to dispose of a few carloads of cider.

412. **Wood Bungs.**—A Manchester firm wishes to receive samples and prices c.i.f. this port, of wood bungs, sizes, ¾ inch, 1⅞ inch, 2⅛ inch, and 3 inch. At present buying in the United States.

413. **Timber.**—A Manchester firm with large connection is open to consider quotations of British Columbia pine, c.i.f. Manchester.

414. **Saddles.**—A South African firm of commission agents desires to get into touch with manufacturers and exporters with a view to becoming sole agents in South Africa for semi-military saddles, leather lined, removable panels, including fittings, costing about 15s. to 22s. 6d. per saddle for native trade. Quotations to be f.o.b. Montreal or St. John, N.B. Terms—draw at sight on the National Bank. Catalogues required. Arrange code.

415. **Flour.**—A Birmingham house inquires for Canadian prices.

416. **Scrap Metals.**—A Birmingham firm inquires for samples and prices.

417. **Scrap Metals.**—A Birmingham house is open to receive quotations.

418. **Lubricating Mineral Oils.**—A Lincoln firm asks to be put in touch with best Canadian exporters.

419. **Tinplate Cuttings.**—A Birmingham firm invites immediate offers of one thousand tons of tinplate cuttings. State quality, price and time of delivery.

420. **Apple Juice.**—Inquiry is made by a London firm of mineral water manufacturers for the names of Canadian producers and shippers of apple juice.

421. **Timber Adze Trimmed.**—A Lancashire correspondent desires to get into communication with Canadian firms in a position to export hard timber adze trimmed to 5 inch and 6 inch diameter, to cut into lengths of 2 feet 4 inches to 2 feet 8 inches; also timber adze trimmed from 24 inch diameter and to cut into lengths from 30 to 48 inches.

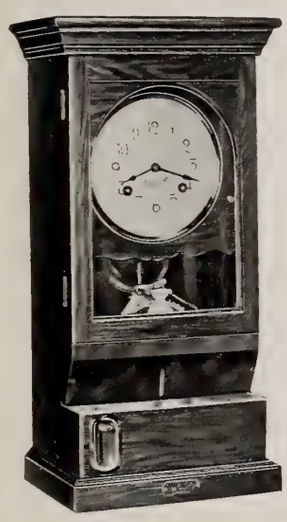
422. **Ash or Hazel Twigs.**—Inquiry is made for the names of Canadian shippers of ash or hazel twigs, ¾ inch, for use in the manufacture of handles for stone-breaking hammers.

423. **Paper.**—A paper importer of Buenos Ayres desires to be placed in touch with Canadian mills manufacturing new print paper; c.i.f. quotations Buenos Ayres to be addressed to the London office of the firm.

424. **Produce.**—A Liverpool firm desires addresses and introductions to Canadian exporters of hay, feeding goods, cake gluten feed and meal, germ meal. Prices c.i.f. Liverpool.

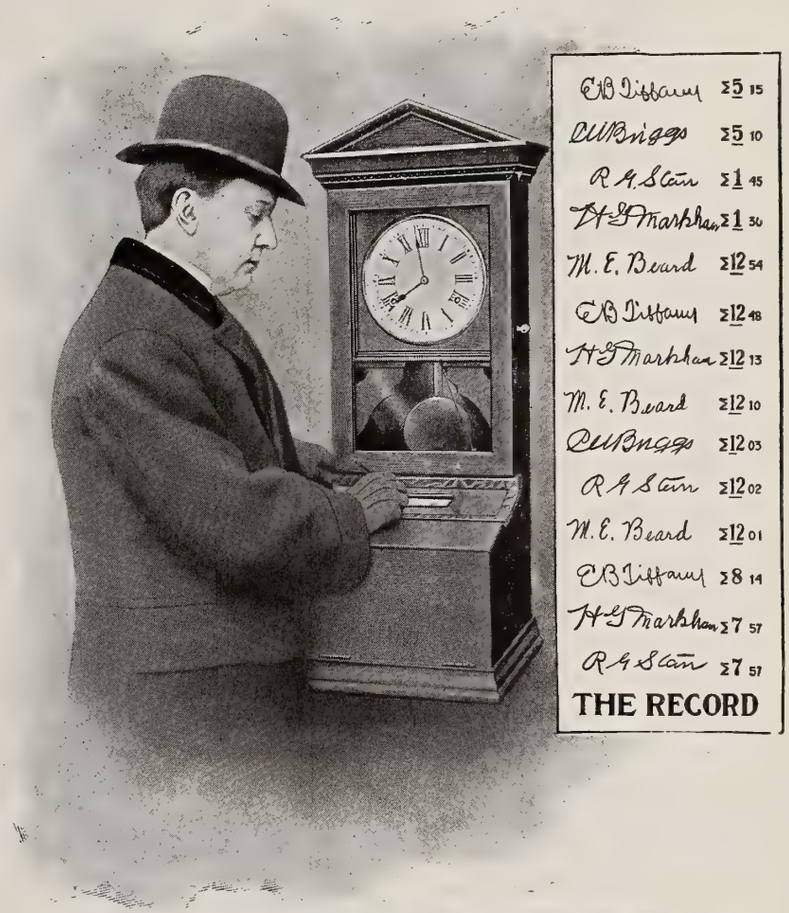
SAVE MONEY in WAGES

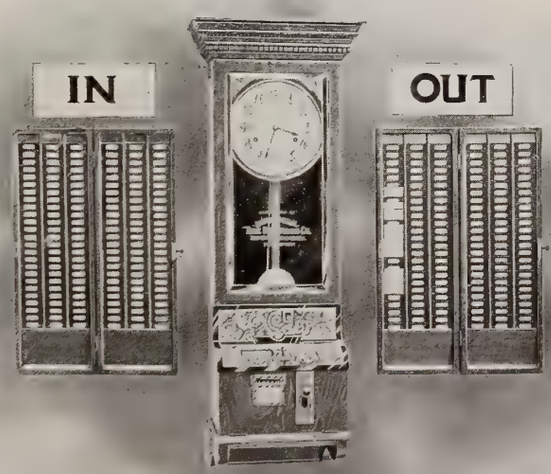
TIME RECORDING SYSTEMS are essential for the protection of manufacturers. Wages form the heaviest single item in the expense account of most businesses. You do not know whether you are getting service for your wage expenditure unless you have an automatic system to record the times of arrival and departure of employees. Write us for illustrated catalogue.

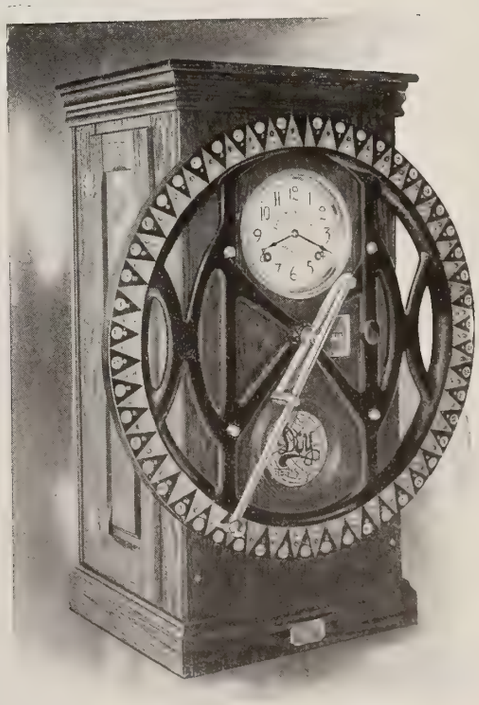


We are the Original Manufacturers of All Time Recorders.

We Lead, Others Follow.

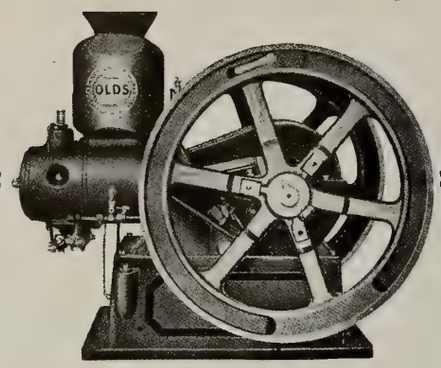






INTERNATIONAL TIME RECORDING COMPANY OF CANADA, Limited

21-23 Alice St., Toronto, Canada Montreal, 83 Mansfield St. Winnipeg, 804-806 Sterling Bank Building



THE "OLDS" IS A QUALITY ENGINE

The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled, and lined with genuine anti-friction Babbitt metal.

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
WINNIPEG

REGINA
SASKATOON
CALGARY
EDMONTON

AMONG THE INDUSTRIES

The Kingsbury Footwear Co., Limited, Maisonneuve, Que., has started the construction of a large extension to their shoe factory on Lasalle Avenue. Dufresne & Locke, Limited, shoe manufacturers, have also an addition to their plant on Ontario Street East, under construction.

The Nova Scotia Carriage & Motor Car Co., Limited, which was recently organized to take over the business of McKay Bros., at Kentville, N.S., manufacturers of carriages and motor cars, are building a $75,000 plant at Amherst, N.S.

Messrs. J. W. Cumming & Son, Limited, are extending their plant in New Glasgow, N.S.

An addition, costing $5,000, is being made to the warehouse of Saunders & Allen, Toronto, Ont.

The Central Garage & Supply Co., Toronto, Ont., is erecting a garage.

A warehouse costing $16,000 is being erected in Vancouver, B.C., by A. Armstrong.

The British American Trust Co. are erecting an office building in Victoria, B.C.

The Perfection Fanning Mill Co., manufacturers of implements and elevator equipment, are negotiating for a site to build a factory to cost $10,000 in Watrous, Sask.

A factory costing $6,000 is being erected in Welland by the Welland Seed Co.

A large automobile factory is under construction in Coldbrook, three miles from St. John, N.B., by the Coldbrook Realty & Development Co.

It is stated that the Canadian Sardine Co., St. John, N.B., which has already brought out about one hundred and fifty girls from Norway, will employ altogether six hundred girls when its factory at Chamcook is in full operation.

It is stated that the dry dock at Courtenay Bay, N.B., will be altered so that instead of being 950 feet long the dock will have a length of 1,150 feet.

The C.P.R. is building an elevator at West St. John, N.B.

The T. S. Simms & Co. are enlarging their plant by the erection of a new brush factory 400 feet long and four stories high.

S. Hallas is building a store, costing $5,000, in Calgary, Alta.

Rochone Limited, Calgary, Alta., is erecting a candy store costing $20,000.

A furniture store is being erected by Southams, Limited, Calgary, Alta.

The Klondike Hotel, Chatham, Ont., is being remodelled with stores on ground floor and apartments above.

A factory is being erected by H. H. Clark in Coaticook, Que.

GLYCERINE

LEVER BROS. are in a position to make prompt shipments of Glycerine for various industrial purposes including Dynamite Glycerine and Medicinal Glycerine. We cater especially to

Druggists
Confectioners
Paper Makers
Leather Trades
Tobacco Mfctrs.
Explosive Mfctrs.

Etc., Etc.

"LET US KNOW YOUR NEEDS, WE'LL DO THE REST"

Lever Bros. Toronto
LIMITED,

Windsor Plaster
Co., Limited, Windsor, N.S.

Manufacturers of
Selenite Hardwall Plaster
Hair mixed for first coating
walls and ceilings.

Calcined Plaster
For finish work

LAND or FARMERS' for FERTILIZER purposes. Best white rock used. First-class article and low prices.

The David Smith
Engraving & Lithographing Company

FORMERLY OF THE FIRM OF ROLPH, SMITH & CO

Adjoining Toronto Railway Chambers

Engravers and Lithographers,

Type Printers,

Bank and Commercial Stationers,

Manufacturers of High Class Calendars and Advertising Novelties,

Makers of Canadian Safety Paper for Checks and Drafts.

56-58-60 CHURCH ST.

Telephone Main 5612 & 5613

Private Branch Exchange, connecting all Dept's.

The Bank of British North America will erect a branch office in Edmonton, Alta., next spring.

The Steel Co. of Canada, Limited, Montreal, are negotiating with the Grand Trunk Pacific Railway for a site to erect a steel plant in Fort William, Ont.

Thos. Ramsey, Hamilton, Ont., is making an addition to his garage.

R. B. Smith will erect a saw mill in Lakeville Corner, N.B.

Stables costing $10,000 are being erected in Montreal, Que., for Geo. Hall Coal Co. of Canada, Limited.

Demase Lalonde, Montreal, Que., is constructing a sash and door factory.

Stores costing $20,000 are being erected for Swinten & Cramp, Orillia, Ont.

A cannery which will cost $10,000 is being erected in Port Hawkesbury, N.S., for the North Atlantic Fisheries, Limited, Halifax.

The Donnacona Paper Co., with a capital of $2,500,000, will erect a pulp and paper plant in Quebec, Que.

The Canadian American Egg Co. will build a two-storey structure in Regina, Sask.

A dry goods warehouse is being constructed for Vassie & Co., St. John, N.B.

The E. T. Wright Shoe Co. will erect a factory in St. Thomas, Ont.

The Canadian Manufacturing Co., Selkirk, Man., is negotiating with the town for a site to build a factory to manufacture metallic grain bins.

The Merchants Bank will erect a branch office on Parliament St., Toronto.

An ice house, costing $9,000, is being erected for Harris Abattoir Co., Toronto.

A company with a capital stock of $40,000, to be known as the Chippawa, has obtained provincial incorporation, with head office at Chippawa, to operate vessels and carry on a forwarding and transporting business on the Niagara and Welland Rivers.

Garnet P. Grant and his assistants in the Spanish River Pulp and Paper mills, have purchased the Toronto Paper Mfg. Company.

Fire damaged to the amount of $5,000, P. A. Belliveau & Co.'s men's furnishing store at Moncton, N.B.

A new $5,000,000 steel plant for the manufacture of steel barrels and commercial packages has been organized at Montreal. The new concern is to be known as "The Canadian Steel Package Company."

The Montreal elevator is to be enlarged so that it will hold 1,500,000 bushels more, thus making the total capacity 5,140,000 bushels.

Dominion Textile Co., Limited

MONTREAL

Operating **The Dominion Cotton Mills Co., Limited**
The Merchants Cotton Company, Limited
The Montmorency Cotton Mills Company
The Colonial Bleaching & Printing Co., Ltd.
The Mount Royal Spinning Co., Limited

Manufacturing

All lines of White and Grey Cottons, Prints, Sheetings, Shirtings, Pillow Cottons, Long Cloths, Cambrics, Ducks, Bags Twills, Drills, Quilts, Bureau Covers, Towels and Towelling, Yarns, Blankets Rugs, Twines

And numerous other lines used by Manufacturers in Rubber and Other Trades

FIBRE, PAPER
LUMBER

LARGE VARIETY
BUILDING PAPERS

Can be shipped from stock on hand at Merritton.—Grey, Blue, White, Brown, also Hawkesbury Impervious Sheathing

Riordan Paper Company, Limited
MONTREAL CANADA

The
Montreal Lithographing
Company, Limited

High Class Lithographers
and Designers of

CALENDARS SHOW CARDS
LABELS OFFICE STATIONERY
ADVERTISING PLAYING CARDS

Office and Works
ONTARIO STREET & PAPINEAU AVENUE
MONTREAL, CANADA

The plant of the Patterson Mfg. Co., St. Boniface, N.B., has been destroyed by fire. The loss is $50,000.

Fire destroyed to the extent of $100,000 the large veneer factory, mills, drying kiln and drying sheds of the Niagara Veneer & Basket Company, and George Neibergell & Son.

It is stated that the Grand Trunk Pacific will build a $1,000,000 hotel in Regina, Sask.

A new company, the Mt. McKay Pressed Brick Co., is erecting buildings and plant, costing $100,000, on a site at the foot of Mt. McKay, Fort William, Ont.

The Fort William Coal Dock Company have erected another large steel coal-handling tower, costing about $125,000.

Owen Sound has passed a by-law to aid the establishment of a malleable iron foundry. The company will get a loan of $60,000 and a site valued at $4,000.

A shoe factory costing $10,000 is being erected in Berlin, Ont., by the Wolfe Shoe Company.

Plans are in progress for a printing plant for the LaClede Mfg. Co., Bridgeburg, Ont.

Mr. J. Rebbetoy is building a hotel which will cost $15,000 in Cayuga, Ont.

The Hamilton Clothing Co. intend moving from Montreal to Hamilton, where they will erect a new factory.

A hardware store, costing $75,000, will be built in Edmonton, Alta.

Additions are being made to the factory of the Canada Wire & Iron Goods Co., Hamilton.

Chas. Desormiers, of Joliette, Que., contemplates making extensive alterations to his hotel.

It has been proposed to build a cold storage plant in Leamington, Ont.

A warehouse, which will cost $6,000, is being erected by Paquet & Jean, Levis, Que.

Plans are now ready for the erection of a factory for the Chisholm Transmitter Co., London, Ont.

Extensions are being made to the Canada Cement Co.'s plant, Longue Pointe, Que.

The Geo. Hall Coal Co., of Canada, Limited, Montreal, will build stables.

A ten-storey store and office building is being erected by Jaeger's Sanitary Woollen System Co., Limited.

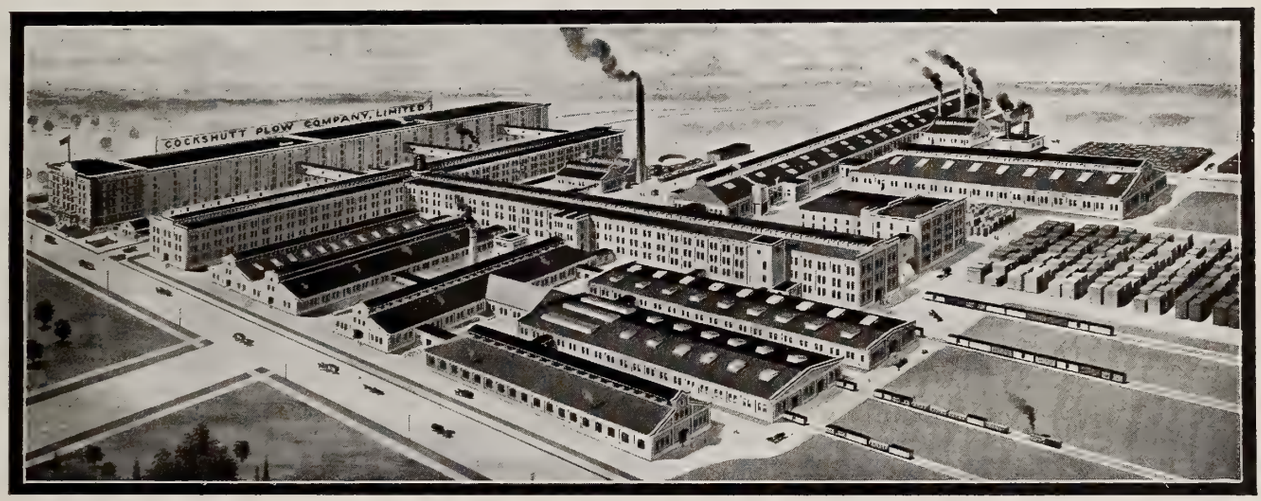
Walter Barker & Co. of Canada, Limited, will make an addition to their factory.

The Long Hook & Eye Co. of Pa. has purchased the plant of the National Pin Co., St. Mary's, Ont., and will enlarge the factory.

A brass foundry is being built by The H. Mueller Mfg. Co., Sarnia, Ont.

COCKSHUTT
PLOW CO., LIMITED
of Brantford

FARM IMPLEMENTS



Head Office and Factory: Brantford, Canada

THE COCKSHUTT IMPLEMENT LINE INCLUDES:

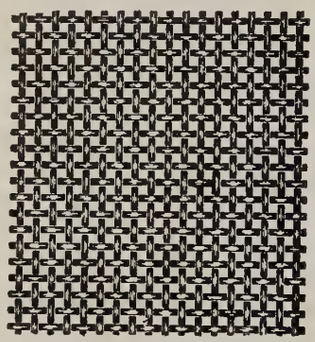
Engine Gang Plows
Walking and Riding Gangs
Drills and Seeders
Cultivators and Planters
Disc and Drag Harrows
Weeders
Binders (corn and grain)
Mowers and Reapers
Rakes, Horse Dump and Side Delivery
Hay Tedders and Loaders
Wagons, Carriages and Sleighs
Gasoline Engines

WESTERN CANADIAN BRANCHES:

Winnipeg - Regina - Saskatoon - Calgary

Canada Wire & Iron Goods Co.

HAMILTON - - CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Bank and Office Grilles and Ornamental Iron Work in all finishes.

Wire Guards for Factory Windows, Moulders' Rid les, Laboratory Testing Sieves, Steel Factory Stools and Metal Lockers.

Send for Catalogue — Enquiries Solicited



The Erie Iron Works, St. Thomas, Ont., are making a big addition to their plant.

A new oatmeal mill is being erected in Saskatoon, Sask., by the Quaker Oats Co., of Chicago.

Two new factories are being built by the Dominion Waste Mfg. Co., Toronto.

Weiler Bros., Limited, of Victoria, B.C., are erecting a new warehouse.

A factory is being erected by the Welland Terminals, Limited, at Welland, Ont.

A fruit warehouse, costing $16,000, is being erected by the Yorkton Fruit Produce Co., at Welland, Ont.

Dennison Bros., Brandon, Man., are building a brick garage.

A store building is under construction for the Cornwallis Trading Co., Canning, N.S.

E. S. McQuaid is erecting a department store, office, etc., in Edmonton, Alta.

Car barns, costing $150,000, are under construction in Edmonton, Alta.

Johnston Bros. have purchased a building in Guelph, Ont., and are remodelling it for a grocery store.

Stores and apartments are being built by H. Newman, in Hamilton.

Herbert Snell, of Moose Jaw, Sask., is erecting a department store.

An addition is being made to the plant of the Hamilton Gaslight Co., Hamilton.

A bank and office building is being erected for Sir Geo. A. Drummond Estate, Montreal, Que.

Scroggie's, Limited, Montreal, are making alterations to their store.

The Grand Hotel, Nanaimo, B. C., has been purchased by Wm. Quinn, who will practically rebuild it.

A store and warehouse is being erected by T. J. Trapp & Co., New Westminster, B.C.

The Visor Knitting Co., Niagara Falls, N.Y., will remodel the old drill shed and instal knitting machinery, electric motors, etc.

A large factory is being built by the McAuliffe-Davis Lumber Co., Ottawa, Ont. Cottages for workmen will also be constructed.

The Sherbrooke Knitting Works Co., Sherbrooke, Que., have purchased a building and will remodel it for a knitting factory.

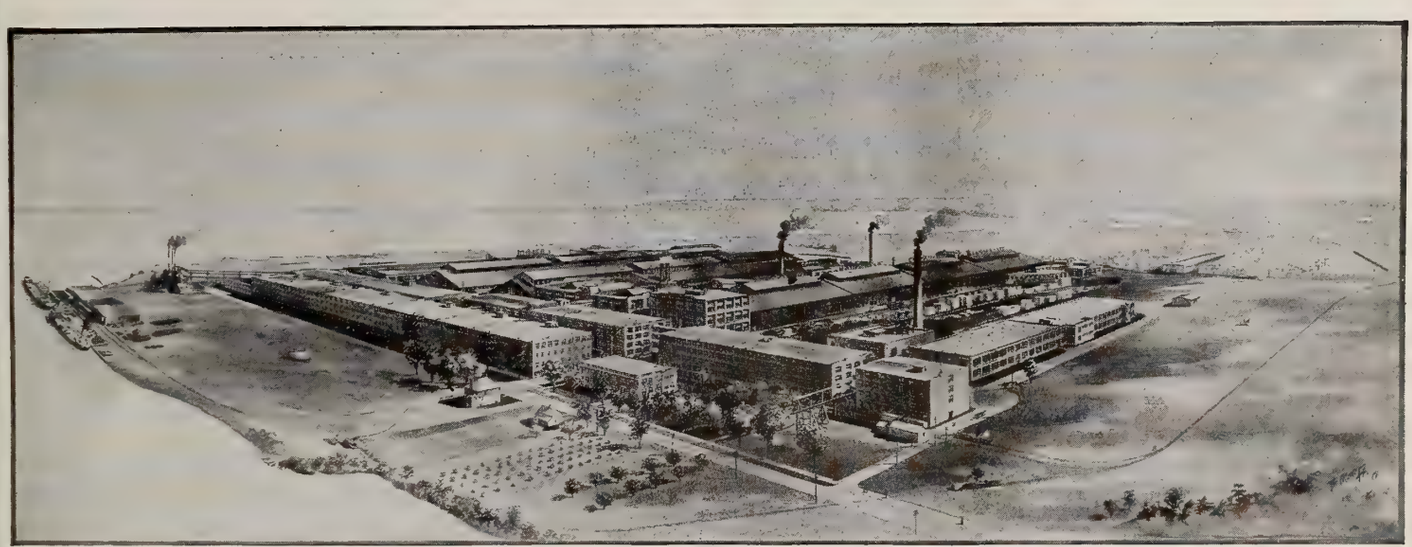
A rink, costing $25,000, is being erected in Sudbury, Ont.

The C.P.R. will erect a four-storey office building in Sudbury, Ont.

I. H. C. IMPLEMENTS
FOR CANADIAN FARMERS

DEERING and McCORMICK

Binders, Mowers, Rakes, Grain Drills, Disk Harrows, Smoothing Harrows, Lever Harrows, Spring Tooth Harrows, Cultivators, Combined Cult vators and Seeders, and Broadcast Seeders are built by the International Harvester Company of Canada, Limited, at Hamilton Works, Hamilton, Ontario



The Hamilton Works of the International Harvester Company of Canada, Limited, is the most complete, up-to-date factory for the production of agricultural implements that the world has ever seen. Built after years of experience with harvesting machine factories in various places, the factory embodies the best ideas of all, and has a large number of advantageous features which are possessed by no other factory of its kind in the world. It covers 130 acres of ground in the city of Hamilton, Ontario, on the shore of Burlington Bay, at the southwest extremity of Lake Ontario. The total floor area of the buildings is 27 acres, exclusive of offices; the total number of men employed 2,500; the total number of machines produced each year 170,000.

Every modern appliance for conserving the safety of the workmen employed has been installed in every part of the Hamilton Works. There is ample light for every man. There is a system of ventilation which keeps the air as pure as it is possible to keep factory air. The raw material for the machines enters at one end of the factory and moves steadily forward without unnecessary rehandling until all the different parts meet in one place, are assembled, and sent out for shipment at the opposite end of the factory to which the raw material entered.

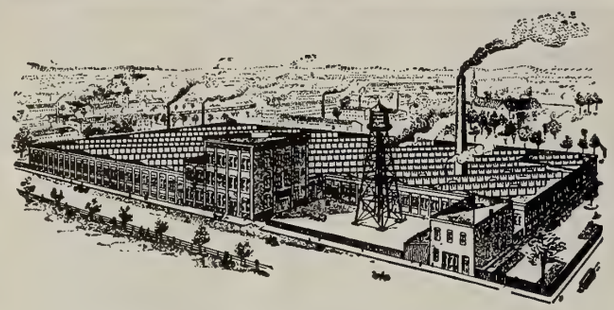
Visitors to this plant are always welcome, and will be shown through from one end to the other if they desire.

International Harvester Company of Canada, Limited

All the machines and implements manufactured at the Hamilton Works are sold by the International Harvester Company of America (Incorporated), at the following branch houses:

Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Quebec, Regina, Saskatoon, St. John, Weyburn, Winnipeg, Yorkton

The Home of Mitchell Chandeliers



The Largest Designers and Manufacturers of Brass Goods in Canada

Think of Mitchell

When You Are In Need Of Anything In

Brass or Bronze

Bank & Office Fixtures, Chandeliers, Grilles, Wickets, Brass Railing, Memorial Tablets, Railway and Street Car Trimmings. Anything Special in Brass or Bronze

The Robert Mitchell Co. LIMITED

MONTREAL

ESTABLISHED 1875

The Boiler Inspection and Insurance Co. of Canada

Continental Life Building, Toronto

Issues Policies of Insurance after A CAREFUL INSPECTION OF THE BOILERS Covering LOSS OR DAMAGE TO PROPERTY and LOSS RESULTING FROM LOSS OF LIFE AND PERSONAL INJURIES. :: :: :: ::

Policies Guaranteed by THE HARTFORD STEAM BOILER INSPECTION AND INSURANCE COMPANY. :: :: ::

Assets for Security of Policy-holders, $4,552,020.43. :: ::

JOHN L. BLAIKIE - - - President
H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - - Chief Engineer
A. E. EDKINS - - Ass't Chief Engineer

In St. John, N.B., a moving picture theatre, which will cost $20,000, is being built.

The building of Hutchings Co., Limited, St. John, N.B., is being remodelled and enlarged for the manufacture of bed springs and mattresses.

Fire destroyed with a loss of $10,000 the warehouses of Jas. Dunlop, St. John, N.B. He will rebuild.

H. Ritchie will build office and show rooms, costing $20,000, in Toronto.

A three-storey office building, costing $15,000, is being built in Toronto by Chas. D. Goad & Co.

A workshop and storage, costing $6,000, is being erected by C. E. Lindsay, Toronto.

H. P. Cranfield is building stores in Toronto, which will cost $10,000.

An office building is being erected in Vancouver, B.C., by David Spencer.

The School Board of Vancouver, B.C., are erecting an office building which will cost $10,000.

A large addition will be made to their present plant by the Canada Furniture Co., Walkerton, Ont.

An addition is being made to the factory and warehouse of the Canada Paint Co., Walkerton, Ont.

W. J. Davidson, Battleford, Sask., will erect a modern brick veneer building.

The Buffalo Specialty Co., Buffalo, N.Y., are making an addition to their factory.

A store and office to cost $20,000 is being erected by Gravely & O'Neil, Calgary, Alta.

An extension is being made to a business block in Calgary, Alta., which will cost $10,000.

A. L. Scott, Calgary, Alta., is making alterations to stores.

A shingle mill, costing $6,000, is being erected for Harrison & Hicks, Dalhousie Jct., N.B.

The Sydney Lumber Co., Dalhousie Jct., N.B., are erecting a saw mill costing $50,000.

The Town Council of Francis, Sask., are erecting a skating and curling rink costing $5,000.

A warehouse, costing $75,000, is being erected by Cameron and Heap, at Fort William, Ont.

An elevator is being erected for T. P. Kelly, Fort William, Ont.

A factory is being constructed for F. R. Dearborn, of Fairville, N.B.

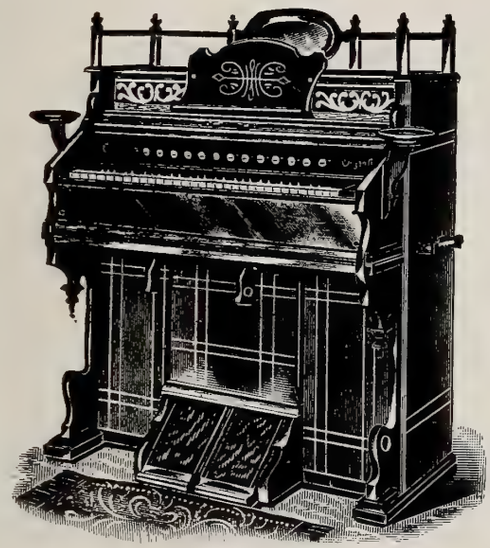
Extensive alterations will be made to the plant of the Gaspe Lumber & Trading Co., Gaspe, Que., which has been bought by the Dalhousie Lumber Co.

The Goderich Organ Company, Limited

GODERICH, CANADA

CABLE ADDRESS: "ORGANDA"
Western Union Code

Home and Export Trade



Manufacturers of

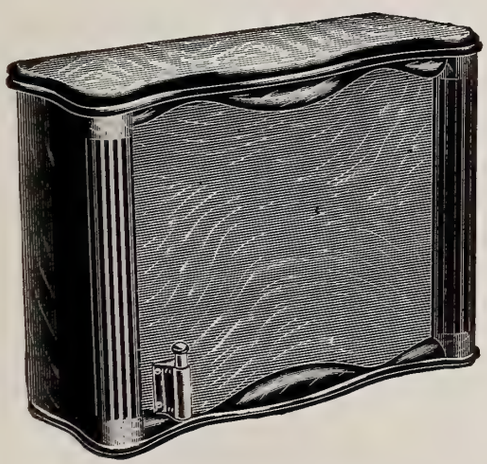
REED ORGANS

For Families, Schools or Churches

PIANO STOOLS, CHAIRS and BENCHES
MUSIC CABINETS
RECORD CABINETS

Our Organs are well known to the Music Trade and Musicians for their fine tonal qualities. We desire to get agencies for our Organs in all lands and will be pleased to send our Catalogue and best export prices on application.

SANITARY WOODWORK



No. 3 LOW DOWN TANK

FLUSH TANKS
TANK BOARDS
CLOSET SEATS

Everything for the Bathroom

We supply Jobbers only. We ship to all countries

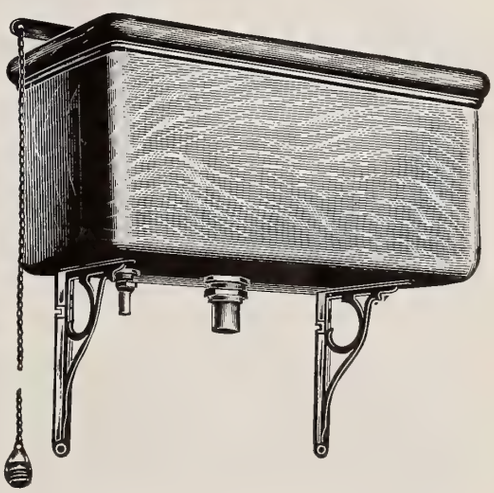
We make every style of Seat

We control the Neversplit and Keystone Seats

Write for Catalogue

Factory and Office at

GODERICH, CANADA



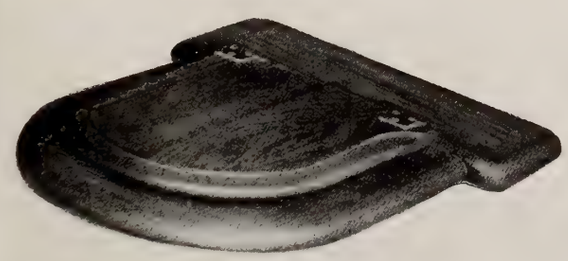
HIGH UP TANK

Agencies:

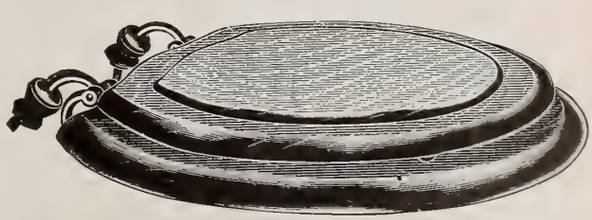
New York

Sydney, Australia

Wellington, New Zealand



FOUR-PIECE SEAT AND COVER



PERFECT SEAT AND COVER

GEORGE SERVICE JOHN L. WOOD

WOOD AND SERVICE

CONSTRUCTION ENGINEERS

79 Adelaide St. East - TORONTO

Industrial Plants===Plans, Estimates, Superintendence, Inspection.

Consulting Engineers for the **National Iron Works Limited, Steel and Radiation Limited, Etc.**

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

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Otterville, Ontario

KAHN SYSTEM

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Steel Sash
Hyrib Rib Bars
Rib Metal
Concrete Finishes
Waterproofing
Paste

KAHN SYSTEM Reinforced Concrete

TRUSSED CONCRETE STEEL CO. of Canada, Limited

Head Office and Works:
Walkerville, Ont

BRANCHES EVERYWHERE

A. R. Hallet, of Grand Falls, N.B., will rebuild his warehouse which was destroyed by fire.

A three-storey factory for the manufacture of ice cream is being constructed for Robinson & Sons, Hamilton, Ont.

The Canadian Locomotive Co., Kingston, Ont., are negotiating with the City of Hamilton for a site for the erection of a large plant.

A branch factory of Peter Lyall Co., Montreal, will be established in Hamilton.

The Bank of Toronto has purchased a site in Hamilton, which cost $70,000.

Hanley, Sask., will erect a town hall and opera house, costing $25,000.

A joint stock company is being organized in Montreal for the development of pulpwood land in the Abitibi District, and a mill will be erected at Iroquois Falls, Ont.

The plant of Wortman & Ward Mfg. Co, foundry and machine supply, London, Ont., has been purchased by Beattie Bros., of Fergus, Ont., who will enlarge it.

Land has been purchased east of the city of London, Ont., for the construction of a race course, training stables, grand stand, etc.

Alderman W. D. I. Wright, of London, Ont., has purchased a site for a four-storey warehouse.

The Bank of British North America is erecting a bank costing $30,000, in MacLeod, Alta.

A plant for Vancouver Clay Products Co. will be erected in MacLeod, Alta.

The Windsor Hotel Co. are renovating their hotel in Montreal at the cost of $25,000.

The Concrete Stone & Coal Co., Niagara Falls, N.Y., have purchased a site for a large warehouse and coal chute.

A store and theatre for Mrs. E. J. Wambold are being erected in Niagara Falls, Ont.

G. E. Sharp, of Owen Sound, Ont., is erecting a business building.

A motor cycle factory is under construction in Port Arthur, Ont.

The Roberval Paper Co., Roberval, Que., are having an addition made to their plant.

A grain elevator is being erected for the Redcliffe Milling Co., Limited, Redcliffe, Alta.

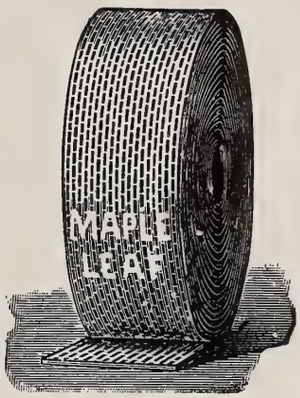
A new factory is being erected by the Regal Fence & Gate Co., of Sarnia, Ont.

A picture theatre, costing $35,000, is being constructed in Saskatoon, Sask.

N. Zavitz has purchased the shoe business of W. Endecott, Strathroy, Ont., and will completely remodel the store.

MAPLE LEAF BELTING

Strong
Waterproof
True
Running



For
Indoor or
Outdoor
Work

Maple Leaf is the most economic and efficient belting for power transmission and conveying, etc.

It costs only half as much as leather and 25 per cent. less than good rubber belting.

Write for sample and prices to the sole manufacturers

DOMINION BELTING COMPANY
Hamilton, Canada

Welland Vale Tools

ARE THE STANDARD—ALWAYS THE SAME—UNIFORM QUALITY—NOTHING BETTER

MAKERS OF

AXES, HOES, PICKS, SAWS, RAKES, MATTOCKS, AGRICULTURAL FORKS, SCYTHES, GRUB HOES

Apply for Catalogue. Special Attention to Export Orders

The Welland Vale Manufacturing Co.,
LIMITED

ST. CATHARINES - - - CANADA

FREIGHT CHANGES

List of Freight Schedules Filed with the Board of Railway Commissioners During Month of September, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. C.L. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 72 E 2124	Sup. 72 E 1720	Aug. 29-12	Commodities between C. P. stations. Reduction.
E 2448 cancels E 1964	E 2048 cancels E 1557	Oct. 1-12	Mileage rates on wheat, barley and oats ex water, Montreal to points in Ontario and Quebec. Reissue. Advance.
Sup. 13 E 1004	Sup. 13 E 1242	Sep. 24-12	Commodities from stations on C. P. R. to Buffalo, Black Rock and Suspension Bridge. Reissue. Reduction.
E 2447	E 2047	Sep. 5-12 (R)	Metallic shingles and siding c.l. Galt,
cancels E 536 E 537	cancels E 256 E 257	Oct. 1-12 (A)	Preston and Toronto to C. P. stations and connecting lines. Re-issue. Advance. Reduction.
Sup. 72 E 2124	Sup. 72 E 1720	Sep. 5-12	Commodities between stations on C. P. Reissue. Reduction.
Sup. 19 E 1841	Sup. 19 E 1431	Sep. 12-12	Pig iron, c.l., Welland to Montreal, and Montreal and Welland to Cobalt and New Liskeard. Reissue. Reduction.
Sup. 17 E 2344	Sup. 17 E 1944	Sep. 9-12	Building material be- C. P. stations. Reduction.
Sup. 2 E 2431	Sup. 2 E 2031	Oct. 7-12 (A) Sep. 9-12 (R)	Cement and plaster, c.l., between C. P. stations. Reissue. Reduction. Advance.
E 2455 cancels E 2311	E 2055 cancels E 1911	Oct. 15-12	Charges for use of Eastman Heater cars and C. P. R. lined cars. Reissue. Advance.
E 2453	E 2053	Sep. 10-12	Wrought iron pipe, pipe couplings and fitting, c.l., Toronto to points on C. P. R. in Alberta. New rates.
Sup. 43 E 2071	Sup. 43 E 1668	Sep. 16-12	Lumber and forest products between C. P. stations. Reissue. Reduction.
Sup. 1 E 2447	Sup. 1 E 2047	Sep. 18-12	Metallic shingles and siding from Galt, Preston and Toronto to Riviere du Loup, Que. Reduction.
Su. 3 W 2359	Sup. 3 E 1959	Sep. 16-12	Paper commodities between C. P. stations. Reduction.
Sup. 9 E 1398	Sup. 9 E 1901	Oct. 12-12	Lumber and forest products, c.l., C. P. stations to points in the U.S. Reissue. Reduction.
Sup. 10	Sup. 10	Oct. 10-12 (A)	Switching, inter-

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
E 1369	E 1848	Sep. 14-12 (R)	switching and absorption of switching at C. P. stations. Reissue. Advance. Reduction.
E 1490	E 2056	Oct. 15-12	Wrought iron pipe, c.l., Toronto to stations on the C. P. R. New rates.
E 1491 cancels E 2362	E 2057 cancels E 1962	Oct. 16-12	Bark, c.l., C. P. stations to Boston, Mass. Reissue. Reduction.
Sup. 5 E 1322	Sup. 5 E 904	Sep. 23-12	Iron commodities, C. P. shipping stations tions in Ontario to points on C. P., Montreal and West. Reissue. Reduction. Joiners' Work.
Sup. 75 E 2124	Sup. 75 E 1720	Sep. 21-12	Guelph to Whitby. 14c. per 100 lbs. Reduction.
Sup. 4 E 2359	Sup. 4 E 1959	Sep. 24-12	Paper commodities between C. P. stations. Reissue. Reduction.
Sup. 76 E 2124	Sup. 76 E 1720	Sep. 24-12	Commodities between C. P. stations. Reissue. Reduction.
F 2462 cancels F 2441	E 2062 cancels E 2041	Oct. 28-12	Special Tariff covering Milling and Mixing privileges at Peterboro, Ont., and Richford, Vt. Re-issue. Reduction. Advance.
Sup. 1 E 2407	Sup. 1 E 2007	Oct. 3-12	Class and Commodity tariff between C.P. stations and ports of call on Temiskaming Navigation Co. Line. Reduction.
Sup. 20 E 1841	Sup. 20 E 1431	Nov. 1-12	Pig Iron C.L. between various points. Reissue. Cancellation.

Grand Trunk Railway.

E 2601	V 42	Sep. 18-12	Class rates from G. T. stations to points on the Lehigh Valley R. R. New rates.
Sup. 19 E 2548	Sup. 19 C.Y. 26	Aug. 26-12	Commodities between G. T. stations and to and from connecting lines. Reissue. Reduction.
Sup. 34 E 1686	Sup. 34 S 71	Aug. 24-12	Switching charges at Woodstock, Ont. Reduction.
Sup. 15 E 2431	Sup. 15 C.U. 63	Sep. 23-12	Commodities from stations in Canada to points in the U.S. Reissue. Reduction. Advance.
Sup. 35 E 1686	Sup. 35 S 71	Oct. 1-12	Switching at stations in Canada. Advance.
Sup. 3 E 2457	Sup. 3 S 86	Sep. 23-12	Interswitching at stations in Canada. Reissue. Advance. Reduction.
Sup. 1 E 2497	Sup. 1 B 22	Oct. 1-12	Class rates stations in Canada to points in the U.S. Advance. Reduction.
Sup. 8 E 2499	Sup. 8 C.I. 137	Sep. 2-12	Pig iron, c.l. Hamilton Midland and Montreal to Cobalt and New Liskeard. Addition. Reduction.

ANALYSIS

: : : OF : : :

St. Lawrence Granulated Sugar

THE STANDARD OF PURITY

Laboratory of Provincial Government Analyst

Montreal, 22nd February, 1909.

I Hereby Certify that I have drawn by my own hand ten samples of **St. Lawrence Extra Standard Granulated Sugar,** indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed) **Milton L. Hersey, M.Sc., LL.D.,**
Provincial Government Analyst.

CRYSTAL DIAMONDS: **Small Tablets of Brilliantly Pure White Crystal Sugar**
The Finest Table Sugar Ever Produced

St. Lawrence Sugar Refineries, Limited

MONTREAL

McClary's

Chef Ranges and Kitchen Equipment

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Hotels, Restaurants, Institutions, Etc.

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McClary on Goods is a Quality Name

McClary's

McClary Ship Quick

Toronto, Montreal, London, Vancouver, St. John, N.B., Hamilton, Winnipeg, Calgary, Saskatoon

Grand Trunk Railway.

Sup. 21 E 2552	Sup. 21 C.D. 65	Oct. 11-12	Building material between G. T. stations. Reissue. Advance.
E 2603 cancels E 2431 2440 2461 2493	C.U. 69 cancels C.O. 88 C.U. 63 C.U. 64 C.U. 65	Oct. 14-12	Commodities between G. T. stations and to and from connecting lines. Reissue.
Sup. 4 E 2457	Sup. 4 S 86	Oct. 14-12	Interswitching at G. T. stations. Reissue. Reduction.
Sup. 40 E 150	Sup. 40 G.B.Y. 5	Sep. 23-12	Nails, Milton, Ont., to stations on G. T. R. and connecting lines. Reduction.
Sup. 7 E 1928	Sup. 7 C.O. 61	Sep. 23-12	Canned goods, c.l., from points in Ont. to stations on G. T. R. and connecting lines. Reduction. Reissue.
Sup. 29 E 2548	Sup. 29 C.Y. 26	Sep. 18-12	Gas house coke, c.l., Toronto to points in Ontario. Reduction.
E 2618 cancels E 947	C.C. 24 cancels C.C. 4	Oct. 23-12	Coal and coke, c.l., Massena Springs, Rouses Point, Prescott, etc., to stations on G. T. R. and connecting lines. Reissue. Advance. Reduction.
Sup. 13 E 2265	Sup. 13 C.U. 58	Oct. 24-12	Commodities from Buffalo, Black Rock and Suspension Bridge, N.Y., to stations on the G. T. R. in Canada. Re-issue. Reduction.

Grand Trunk Railway.

E 2617 cancels E 2471 E 2477	V 43 cancels V 34 V 35	Nov. 1-12	Classes from G. T. stations and station connecting lines in Canada to points in the Eastern United States. Re-issue. Reduction. New rates.
Sup. 1 E 2603	Sup. 1 C.U. 69	Nov. 1-12	Commodities between G. T. stations and to and from connecting lines. Reduction.
Sup. 13 E 1880	Sup. 13 C.P. 53	Nov. 2-12	Paper C.L. G. T. stations to points in the U. S. Advance. Reduction. Re-issue.

Michigan Central Railroad.

Sup. 23 1351	Sup. 23 7766	Sep. 15-12	Iron and steel articles from M. C. stations in Canada to points in Canada. Re-issue. Reduction.
Sup. 15 1751	Sup. 15 8764	Nov. 1-12	Commodities from Buffalo, Black Rock and Suspension Bridge to stations in Canada. Additions and changes.
Sup. 3 1923	Sup. 3 9065-B	Oct. 15-12	Class and commodity tariff M. C. stations in the U.S. to points in Canada. Reissue. Reduction.

New York Central & Hudson River Railroad.

2384 cancels 2161	A 23396 cancels A 21518	Oct. 11-12	Pig iron, c.l., Buffalo to Ottawa and Cornwall, Ont.

R. Laidlaw Lumber Co. LIMITED

ESTABLISHED 1871

INCORPORATED 1904

SARNIA — TORONTO, Traders Bank Building — BUFFALO, N.Y.

The New Brunswick Pulp and Paper Co. Limited

Springfield Paper Mills - - MILLERTON, NEW BRUNSWICK

Manufacturers of Genuine "Kraft" Brown Paper

"Kraft" Browns in Rolls or Reams Cut to any Size

Ordinary Machine Finish and Machine Glazed (on one side only)
Write for Samples and Prices

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MILLERTON, N.B.

Buy Canadian Kraft!

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145 Wellington St. West

CHURCH ORGANS

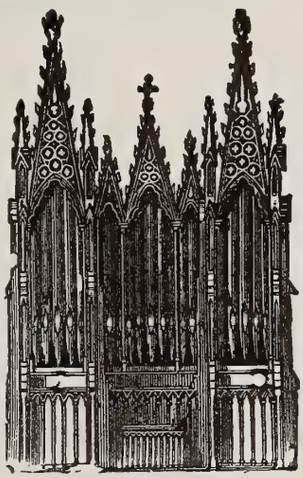
CASAVANT BROTHERS

ST. HYACINTHE, QUEBEC

Over 500 Organs constructed by this Firm in Canada and U.S.

REFERENCES

Toronto, Ont.—St. Andrew's Church (the largest in Canada)
" " Convocation Hall, (University)
" " Walmer Road Baptist Church
" " Conservatory of Music
Hamilton, Ont.—Central Presbyterian Church
Brantford Ont.—Brant Avenue M. E. Church
Stratford, Ont.—St. James Episcopal Church
Winnipeg, Man.—Broadway M.E. Church
" " Westminster Church
Regina, Sask.—Methodist Church
Calgary, Alta.—Knox Presbyterian Church
Vancouver, B.C.—St. Andrew's Presbyterian Church
Victoria, B.C.—R. C. Cathedral
" " Metropolitan Methodist Church
Dawson City—R.C. Church
Evanston, Ill.—North-Western University
Chicago, Ill.—Sinai Temple



Montreal, Que.—Notre Dame Church
" " St. George's (Church of England)
" " Emmanuel Congregational Church
Ottawa, Ont.—R. C. Cathedral
Quebec, Que.—Basilica, R.C.
Fredericton, N.B.—Cathedral, (Anglican)
St. John, N.B.—Centenary Church
Yarmouth, N.S.—Trinity Church (Episcopal)
Lunenburg, N.S.—Lutheran Church
Amherst, N.S.—Baptist Church
Halifax, N.S.—All Saints Cathedral
Sydney, C.B.—Methodist Church
New York City—St. Francis Xavier's Church
New Bedford, Mass.—St. Anthony's Church
Fall River, Mass.—Notre Dame Church
Boston Opera House
Kingston, Jamaica—R.C. Cathedral

Electric and Tubular Pneumatic Action : : : Electric and Hydraulic Motors

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Made in Canada

J. L. GOODHUE & COMPANY

LIMITED

DANVILLE, - - - QUEBEC

Manufacturers of Superior Quality Leather Belting and Lace Leather

QUALITY, Not Price, Our Aim

Canadian Manufacturers SHOULD USE Canadian Belting



THIS is the complete general purpose typewriter---the new Underwood. It embodies in one machine all that can be expected in a typewriter.

—

United Typewriter Co.
Limited
ALL CANADIAN CITIES
HEAD OFFICE, TORONTO

New York Central & Hudson River Railroad.

2385 cancels 2157	A 23399 cancels A 21502	Oct. 11-12	Pig iron, c.l., Buffalo to Levis, Que. $3.80 per gross ton.
2386 cancels 2160	A 23400 cancels A 21517	Oct. 11-12	Pig iron, c.l., Buffalo to Sherbrooke and Three Rivers, Que.
2387 cancels 2158	A 23402 cancels A 21515	Oct. 11-12	Pig iron, c.l., Buffalo to Montreal, Que. $2.80 per gross ton.
2408	A-23532	Nov. 1-12	Pig Iron C.L. Montreal and Montreal points to Beauharnois Que., 85c. per gross ton.

Baltimore & Ohio Railroad.

1015 cancels 668	———	Sep. 30-12	Commodities from Defiance, Ohio, to point in Ontario.

Baltimore & Ohio Railroad.

Sup. 7 946		Nov. 1-12	Iron and Steel Commodities from B. & O. stations to points in Canada.
1026 cancels 1021		Nov. 1-12	Castings, brass, bronze, iron and steel B. & O. stations to Bridgeburg, Ont.

Cleveland, Cincinnati, Chicago & St. Louis Railway.

Sup. 37 2	Sup. 37 407	Oct. 15-22	Class rates from C. C. C. & St. L. stations to points in Canada.

Western Trunk Lines.

Sup. 1 A 145	Sup. 1 67-A	Oct. 1-12	Commodities from points in the U.S. to stations in Canada.

Bessemer & Lake Erie Railroad.

Sup. 8 102	———	Sep. 7-12	Iron and steel B. & L. E. stations to points in Canada.
Sup. 9 1374	Sup. 9 3478	Oct. 3-12	Billets, pig iron, etc., P. M. stations in the U.S. to points in Canada.

Lehigh Valley Railroad.

Sup. 5 1014	———	Oct. 1-12	Commodities L. V. stations to points in Canada.
Sup. 6 1014	———	Oct. 10-12	Commodities from L. V. stations to points in Canada.

Southern Railway Company in Mississippi.

Sup. 16 4	Sup. 16 620	Sep. 16-12	Lumber, c.l., Southern Ry. stations to points in Canada. Advance.

New Orleans & Great Northern R.R.

Sup. 4 4	Sup. 4 423	Sep. 17-12	Lumber, c.l., N. O. G. N. stations to points in Canada. Advance.

C. H. & D. Railway.

Sup. 9 232	Sup. 9 5284-A	Nov. 1-12	Class and Commodity rates, C. H. & D. stations to points in Canada.

Lake Shore & Michigan Southern Railway.

Sup. 15 225	———	Oct. 17-12	Articles of iron and steel from L. S. & M. S. stations to points in Canada.

JOHN GILLIES, President DAVID GILLIES, Vice-President J. S. GILLIES, Secretary-Treasurer

Planing Mills, Yard and Office,
Morristown, N.Y.

—

New York City
Guy E. Robinson,
1123 Broadway

Gillies Bros.
Limited
ESTABLISHED 1873

Manufacturers of
WHITE PINE
RED PINE
SPRUCE

—

Capacity 35,000,000

MILLS AND HEAD OFFICE - BRAESIDE, ONTARIO

TWIST DRILL TALK

WE claim that "Morrow" Twist Drills are ***"better than any other make."*** Now when we say this, nearly every one will know that it is true, and will at least try ***"Morrow Drills."***



Morrow Set and Cap Screws are known to be the best, and eventually every user will insist on ***"Morrow Drills," because Morrow Drills will actually drill more holes than drills of other makes.***

A reason for it

If this is true and the price not too much higher than ordinary Drills---then you want them. Try one order ***now.*** Then you can tell others what we are now telling you.

Can be got from all first-class jobbers.

Every Morrow Drill is Canadian made

Every Morrow Drill is Guaranteed

John Morrow Screw and Nut Co.

LIMITED

Ingersoll **Ontario**

THE
Harris Lithographing Company
LITHOGRAPHERS, ENGRAVERS, ETC.

Letter Paper, Invoice Forms, and other Office Stationery, Show Cards, Calendars, and Catalogue Covers, Folding Boxes

Special attention to Canned Goods, Coffee, Spice, Extract and Grocers' Sundries Labels

468 Wellington St. W., Toronto
Phone Adelaide 1886

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ACCOUNTS
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Incorporation, Investigations, Cost Systems and Accounts, Trustees' Accounts, etc.

J. Ernest Hounsom
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631 TRADERS BANK BUILDING

PHONES: Office Main 3056
Residence Coll. 1460
Toronto

An addition is being made to the repair shop for the Dominion Government, Department of Railways and Canals, in Moncton, N.B.

The New System Laundry, St. John, N.B., are making an addition to their laundry.

J. A. Pugsley & Co., St. John, N.B., is erecting garage and sales rooms.

The Dominion Paper & Box Co. is erecting a factory, costing $10,000, on King Street West, Toronto.

A store and dwelling, costing $7,500, is being erected by S. J. Thompson, Toronto.

G. E. Lindsay Co., Toronto, are erecting a garage.

Wm. M. Pace, Toronto, is erecting a store and residence to cost $5,000.

Hudson Bros., Toronto, are erecting two detached residences and garage, costing $8,000.

Work has been commenced on the factory for Imperial Rubber Co., Tilbury, Ont.

A hotel, containing 45 rooms, is being constructed for the Royal Alexandra Hotel Co., in Tofield, Alta.

The B. C. Assay and Chemical Co., Limited, Vancouver, B.C., are erecting a warehouse, costing $30,000.

Blachford, Davies & Co., Limited, Toronto, will erect a factory and warehouse in Vancouver, B.C.

A warehouse is being erected in Welland, Ont., by the Lake Shore Steel Co. and Dunkirk Seed Co., both of Dunkirk, N.Y.

A vaudeville and moving picture theatre, costing $30,000, is being constructed in Weyburn, Sask.

H. E. Guppy, Windsor, Ont.. will replace his present warehouse with large warerooms.

The North Western Iron & Metal Co., Winnipeg, are erecting a storage shed.

Stables are being erected for the MacQuarrie-Naylor Construction Co., Winnipeg, Man.

A garage, costing $10,000, is being erected in Winnipeg, by Wm. T. Davies.

The Czer-Winski Box Co., Winnipeg, are adding an addition to their factory.

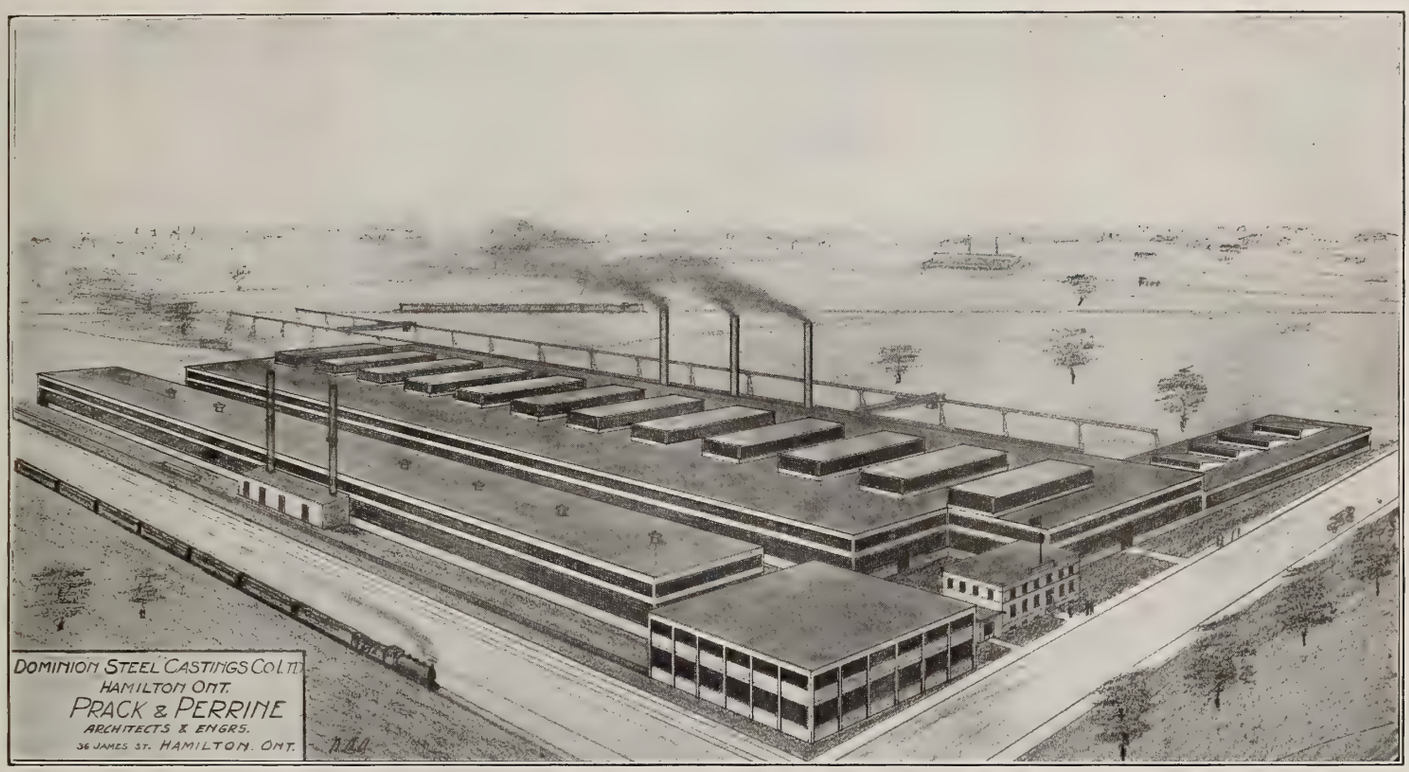
Roller & Berns, of Winnipeg, are erecting a storage shed.

Stores and residences, costing $25,000, are being erected for Joseph Vermette, Quebec, Que.

Mr. A. K. Gifford has purchased the baking and confectionery business of the Harris Bakery Co., Watrous, Sask., for $7,000.

A branch of the Union Bank is being erected in Watrous, Sask.

Factory Construction a Science



New plant of Dominion Steel Castings Co., Ltd., now under construction according to designs and under supervision of

PRACK & PERRINE

FACTORY ARCHITECTS & ENGINEERS

36 James St., Hamilton, Ontario

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Specialists on the Design and Economic Construction of Complete Industrial Plants, Power Plants and Commercial Buildings.
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DOON TWINES D MADE IN CANADA

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Cable Address "Twines." Codes, A. B. C., 5th Ed.

The Canadian Bank of Commerce will establish a branch office at Campbellton, N. S.

Messrs. Mitchell & Duff have disposed of their interests in the Empire Hotel, Victoria, to Mr. J. Messingeaux, for $21,500 and have leased the Strand Hotel, to which they will make extensive alterations.

The Wilson Foundry and the Canada Brush Company's factory of St. John, N.B., have been destroyed by fire. They will rebuild on a larger scale.

The Canadian Northern Railway will erect a hotel in Calgary, Alta., at a cost of more than a million dollars.

The McLaughlin Carriage Co., of Oshawa, are making an addition to their factory.

The Hare Engineering Company, of Galt, with a capital of $400,000, are ready to start operations in River View Park. They will manufacture power equipment and pulp machinery. The necessary buildings will cost approximately $150,000.

A Toronto firm of solicitors has incorporated a billion and a quarter dollar company to carry on the work of colonization in Northern Ontario.

The Wood Chemical Company, of Belleville, Ont., will erect premises at a cost of $150,000.

The town of Aurora, Ont., has granted a loan of $15,000 to the Collie-Cockerill Manufacturing Company. The company will erect a factory to manufacture office furniture.

It is rumored that Mr. Jas. J. O'Neill, manager and half-owner of the St. Charles Cafe and Hotel, will erect a 12-storey hotel, costing about three million dollars, on the Bishop Strachan School property, Toronto.

In view of the growing freight traffic of the trade of the country, the C. P. R. has ordered 1,500 more box cars from the National Steel Car Co., of Hamilton. This new order means an outlay of about $1,200,000. The National Steel Car Co., Hamilton, is enlarging its plant.

American railroads have made a material increase in their lumber rates on shipments to Ontario and Quebec points and also to parts of the west. The matter is being looked into by the Canadian lumbermen's association.

The Shines Shingle Mill, St. John, N.B., have piled in their yards double the amount of cedar logs stored heretofore, and the mill will be kept running all winter.

The National Concrete Manufacturing Company has been reorganized with increased capital stock and will henceforth be known by the above name, with "Limited" added. The reorganized firm will carry on the firm line of business as at present. The capital stock is $75,000, divided into shares of $100 each, the headquarters are at Lindsay.

Shirley Ogilvie and F. Hanson, of Montreal, are the successful tenderers for the Abitibi pulp limit offered by the Ontario Government. The company will build a half million dollar pulp mill and a paper mill immediately. They will also expend $50,000 in preparing buildings and land for settlers near Iroquois Falls, and for this purpose have organized a joint stock company with a capital of $1,500,000.



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All Kinds of
Paper Boxes

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for all purposes

Steel & Radiation Limited, St. Catharines, Ont., are erecting a large factory. The company will build houses for their men, which will be rented at a moderate rate.

Mr. Clarence Marpole, representing a London corporation, has purchased the British Columbia Breweries, Victoria, B.C., and half a million dollars will be spent in remodelling and extending the plant. A branch will also be established in Prince Rupert, and will be operated under the name of the Prince Rupert Brewing & Malting Company.

The Canadian Bank of Commerce will erect a three-storey structure costing $65,000 at the corner of St. Paul and Queen streets, Toronto.

The warehouse of the Great Western Furniture Co. has been destroyed by fire. The loss is $50,000.

It is rumored that J. H. Humphrey & Co. will shortly enlarge their boot and shoe factory.

A big factory is being rushed towards completion by the Canadian Sardine Co., at Chamcook, N. B.

The Millerton Tanning Extract Co., St. John, N.B., are enlarging their factory, and also their pulp and paper mill.

The Dominion Iron & Steel Co., Dalhousie, N.B., intend rebuilding their saw mill on a larger scale.

A barrel factory is being erected by John E. Moore at South Bay, near St. John, N. B.

It is stated that Dearborn & Company are about to erect a factory at Fairville, N.B., near the C.P.R. tracks.

The North Shore Railway and Navigation Co., which is operating a small coal mine at Beersville, Kent County, N.B., has ordered machinery for the manufacture of bricks.

A cold storage warehouse and wholesale house, costing $50,000, is being erected in Fort William by the Mathews-Lang Packing Co., of Toronto.

It is rumored that the Steel Company of Canada have been negotiating with the Grand Trunk Pacific Railway for a site in Fort William, on which to erect a big steel plant.

The Nanton Starch Works is erecting a plant in Fort William, Ont.

A plant costing about $100,000 is being erected in Fort William by the National Tube Company.

A new Normal School is being constructed in Brandon, Man., which will cost $90,000.

A company, of which Sir William Mackenzie is president, is making an examination of the oil shales on its property in Albert Co., N.B., before establishing great reduction works which will cost nearly two million dollars.

Sir Thomas Tait is promoting a company, with half a million dollars' capital, to develop the fire clay deposits in Queen's Co., N.B.

Operations will be commenced this fall on the new bridge connecting St. John, N.B., and Fairville.

Freyseng Cork Co.

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Cork Life Preservers

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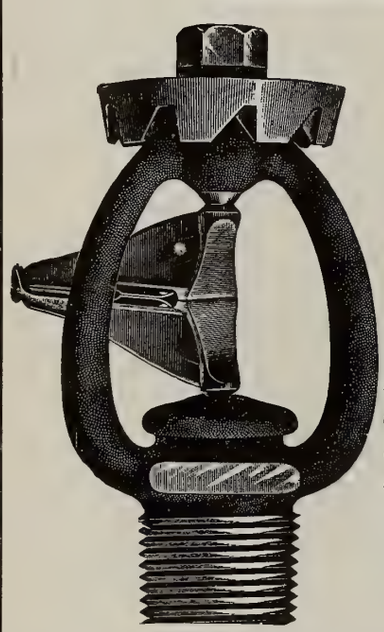
AGENCIES

Winnipeg, Man.
Vancouver, B.C.
St. John, N.B.
Charlottetown, P.E.I.
Calgary, Alta.
Halifax, N.S.
St. John's, Nfld.

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LUMEN

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SPECIAL WHITE ALLOYS

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TORONTO

Weston Road and C.P.R.

The Asbestos & Asbestic Co. of Asbestos, Que., are erecting a shop.

The Grain Growers' Grain Co., Winnipeg, has recently purchased the Manitoba Government Grain Elevator System, and intend to erect an elevator.

Extensions are being made to the factory of the Goodyear Rubber Company, Bowmanville, Ont.

The Hanbury Mfg. Co., Brandon, Man., will increase their facilities for the manufacture of office furniture and fixings by adding an addition to their factory.

The Cement, Stone & Brick Co., Calgary, Alta., are establishing a branch factory in Edmonton.

Barns and stables to cost $33,000 are being erected in Indian Head, Sask., for the Dominion Government, Department of Public Works.

Samuel Anglin & Co., Kingston, Ont., are erecting a two-storey factory.

A shoe factory is being erected for the Cook Fitzgerald Shoe Co., London, Ont.

The Berliner Gramophone Co., are erecting an office costing $9,600 in Montreal, Que.

The Dominion Government, Department of Railways and Canals, are making an addition to repair shop at Moncton, N.B.

Edward L. Drewery, Regina, Sask., is erecting a ware- and making an addition to the Fletcher House Hotel.

The Canadian Cement Co., Pointe aux Trembles, Que., is enlarging its plant.

Dr. Alex. C. Haggarty is erecting a pulp mill in Pokiok Falls, N.B.

The Dominion Trust Co., Regina, Sask., will add another storey to their present five-storey warehouse.

Stores and apartments costing $70,000 are being erected for A. McDougall, Regina, Sask.

E. C. Rossie, Regina, Sask., is constructing a store and candy kitchen to cost $9,900.

An office and warehouse costing $20,000 is being erected for the Minneapolis Threshing Machine Co., in Regina, Sask.

Edward L. Drewery, Regina, Sask., is erecting a warehouse.

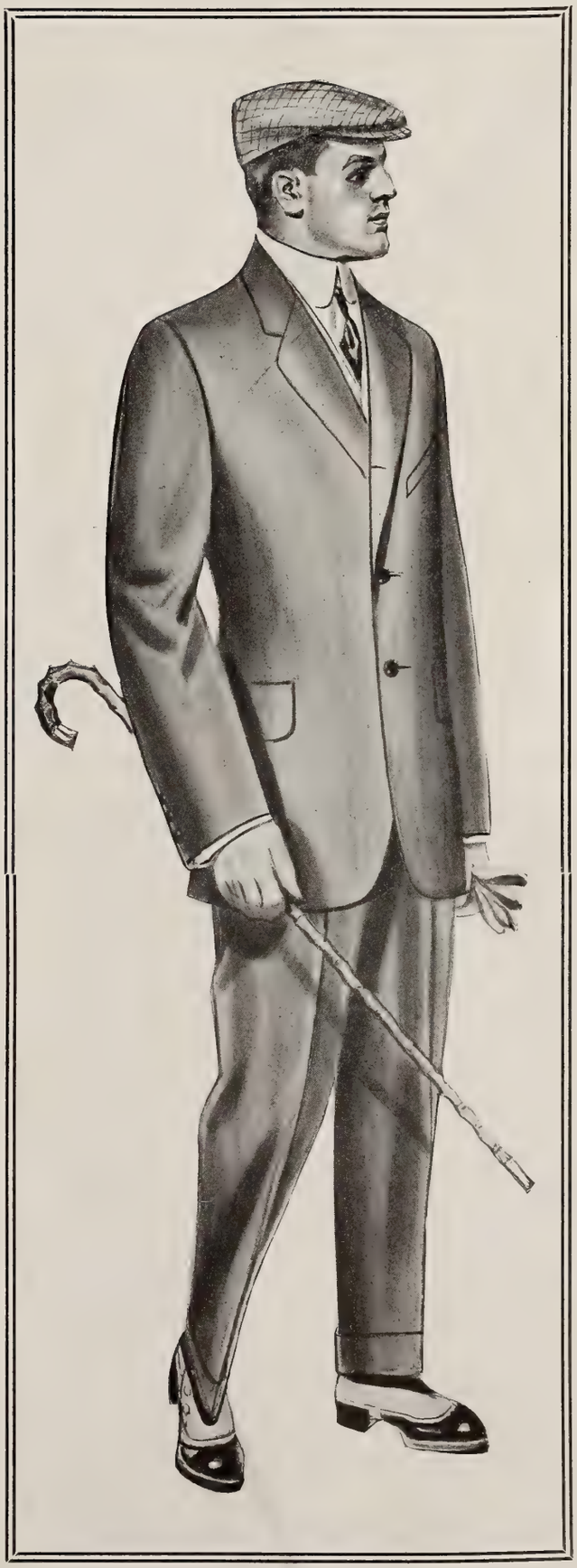
A warehouse costing $10,000 is being erected for the British Columbia Sugar Refinery Co., in Regina, Sask.

The Richards Mfg. Co., Campbellton, N.B., will build a mill to manufacture lumber, ties, shingles, etc., on the line of the Intercolonial, at St. Leonard's, N.B.

The St. Mary's Wood Specialty Co., will build a saw mill in St. Mary's Ont.

The Monarch Co., Ltd., will erect a new mill on the site of building recently burned, Savona, B.C.

FINE TAILORED CLOTHES FOR MEN



20 CENTURY BRAND REGD.
TAILORED BY Lowndes TORONTO

Agents in Every City and Town in Canada.

The
Lowndes Company
Limited
TORONTO





F. Williamson, Toronto, will erect a store and residence on Lindsay Avenue.

The Metropolitan Bank, Gerrard and Main St. branch, Toronto, are making alterations costing $4,000.

D. R. McNutt, Wallace, N.S., is erecting a brick plant.

Green houses to cost $8,000 are being erected by the Yorkton, Nursery Co., Yorkton, Sask.

Barber-Ellis, Ltd., have just moved into their new factory in Brantford, Ont. They have 60,000 square feet of floor space.

The Royal Bank of Canada has purchased a site in Calgary, Alta., to erect a bank building.

The Globe Woollen Mills, Calgary, Alta., are erecting a factory costing $10,000.

P. O'Sullivan is erecting stores costing $6,000 in Calgary, Alta.

A bottling factory is under construction in Dauphin, Man., for the Dauphin Aerated and Bottling Co.

The Dauphin Mineral Works Co., Dauphin, Man., contemplates building an addition to their present structure, and also anticipate erecting a brewery next spring.

Donald Fraser & Son, Edmunston, N.B., are erecting a pulp mill.

A bank and business block, costing $30,000, is being erected in Fort William, Ont.

The Dalhousie Lumber Co., of Dalhousie, N.B., are having an addition made to their mill in Gaspe, Que.

The Buffalo Brake Beam Co., Buffalo, N.Y., will erect a factory in Hamilton, Ont.

Additions will be made to the factory of the Canadian Cottons, Limited, Hamilton, Ont.

An exchange and office building, costing $120,000, is being erected in Hamilton, Ont., for the Bell Telephone Company of Canada.

Additions are being made to the garage of Thos. Ramsay, Hamilton, Ont.

The Canadian Roll and Machine Co., Limited, incorporated with a capital of $500,000, contemplate erecting a factory in Hamilton, Ont.

A. E. Bell, Hamilton, Ont., is erecting a vinegar factory.

The Deere Machine Co., Moline, Ill., have taken over the plant of the Dain Co., Humberstone, Ont., and will erect an additional building.

F. Rochen is erecting a candy factory in Kamloops, B.C.

Alterations are being made to the offices of the London Advertiser, London, Ont. Additional equipment will be installed.

The Ideal Concrete Co., London, Ont., will erect a factory.

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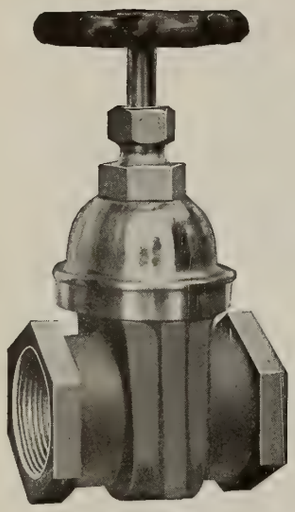
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The D. MORRICE CO., Limited

AGENTS

MONTREAL, TORONTO AND WINNIPEG

James Scott is erecting a sawmill in Lower Woodstock, N.B., costing $6,000.

The Bank of British North America is erecting a bank building, costing $30,000, in Macleod, Alta.

The Alberta Linseed Oil Mills, Limited, Medicine Hat, Alta., are having additions made to their factory.

The East Westminster Woodworking Co., Ltd., are erecting a factory in New Westminster, B.C.

A warehouse is being built on the new wharf, New Westminster, B.C., for the B. C. Transport Co.

The Dunkirk and Lake Shore Seed Co. are negotiating for a site to erect a warehouse at Niagara Falls, Ont.

Geo. McGillvray is erecting a factory, costing $5,200, in Ottawa, Ont.

The Great Western Iron, Wood and Chemical Co., Dorchester, N.Y., will erect a plant in Prince Albert, Sask.

A refrigerating plant, warehouse, laundry, etc., will be erected in Point Edward, Ont., for the Northern Navigation Company.

H. Munderloh, Montreal, Que., and G. Lyciatte, Wallaceburg, Ont., are erecting a plate glass factory in Redcliffe, Alta.

A warehouse is being erected in Regina, Sask., for Peart Bros., hardware dealers.

H. G. Smith & Co., wholesale grocers, Regina, Sask., are erecting a warehouse, costing $50,000, in Regina, Sask.

Ungars Laundry, Ltd., St. John, N.B., are erecting a plant adjoining their present plant.

Alterations, costing $14,000, are being made to A. E. Humphreys' store, Toronto.

The Toronto Pottery Co., Toronto, are erecting a warehouse costing $6,500.

A factory, costing $10,000, is being erected by the Thompson Monument Co., Ltd., in Toronto, Ont.

Miller & Snook are erecting stores and residences, costing $40,000, in Toronto.

The Central Garage and Supply Co., Toronto, are building a garage.

Additions are being made to the Queen's Hotel, Front Street West, Toronto.

The Morrison Steel and Wire Co., Vancouver, B.C., are having additions made to their factory.

Jarvis Bros., Vancouver, B.C., are erecting stores and apartments, costing $20,000.

The Canadian Northern Railway Company has secured a site to erect an office building in Victoria, B.C.

Wm. Davies Co., Toronto, Ont., is erecting a fertilizer building in West Toronto.

CONTENTS

	PAGE
Editorials	599
Executive Council Proceedings	604
President Wilson and His Rivals	607
Provincial Control of Companies. By F. W. Wegenast	608
Railroading in South America. By E. M. Fraser	610
Manufacturing in Canada	615
The Latest Western Irrigation Project	618
Trade of Germany and Canada	621
Fallacies of Reciprocity. By Wm. Dewart	625
How Workmen's Compensation Worked. By Howard L. Hindley	627
Increase of Cartage Rates	632
Freight Rate Charges	634
Trade Enquiries	636
Among the Industries	640

Index to Display Advertisements on next page

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INDEX TO DISPLAY ADVERTISEMENTS

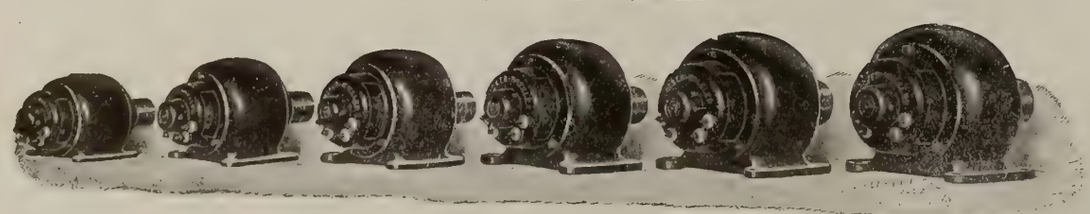
Acetylene Construction Co....643
American Can Co....582
Atkins, E. C. Saw Co....645
Ault & Wiborg Co., of Canada....569
Banfield, W. H. & Sons....663
Beath, W. D. & Son....561
Beatty, M., & Sons....644
Berlin Machine Works....556
Berry Bros....566
Bertram, John, & Sons Co....551
Boeckh Bros....582
Boiler Inspection & Insurance Co....587
Booth-Coulter Copper and Brass Co....640
Bradstreets....663
Brandon....553
British-American Oil Co....Inside Front Cover
B. C. Mills Timber and Trading Co....575
Business Systems....587
Calgary....552
Canada Foundry Co....641
Canada Iron Corporation....635
Canada Machinery Corporation....578
Canada Metal Co....657
Canada Iron & Wire Goods Co....580
Canadian Appraisal Co....571
Canadian Bank of Commerce....580
Canadian Billings and Spencer....663
Canadian Boomer & Boschert Press Co....592
Canadian Bridge Co....663
Canadian Car and Foundry Co., Limited....570
Canadian Consolidated Rubber Co....Outside Back Cover
Canadian Crocker-Wheeler Co., Limited....548
Canadian Fairbanks-Morse Co., Ltd....579
Canadian Drawn Steel Co., Limited....592
Canadian Hart Wheels....572
Canadian Oil Companies, Ltd....Inside Front Cover
Canadian H. W. Johns-Manville Co....573
Canadian Street Car Advertising Co....549
Canadian Steel Foundries....570
Canadian Sunbeam Lamp Co....588
Canadian Tube & Iron Co....593
Canadian Pacific Railway....655
Canadian Westinghouse Co....597
Chapman Double Ball Bearing....596
Conduits, Limited....649
Consolidated Mining and Smelting Co., of Canada, Limited....596
Dart Union Co....568
Davidson, The Thos., Manufacturing Co. Limited....661
Davis-Henderson, Limited....568
Dennis Wire & Iron Co....581
Dodge Mfg. Co....565
Dominion Abrasive Co....647
Dominion Creosoting Co....649
Dominion Express Co....572
Dominion Paper Box Co....645
Dominion Steel Castings Co....647
Dominion Textile Co....633
Dougall Varnish Works....Inside Back Cover
Eddy, E. B., Co....639
Elder, Dempster & Co....653
Eureka Mineral Wool & Asbestos Co....647
Ford Motor Company....585
Franco-Canadian Welding Co....554
Galt Malleable Iron Co....659
Garlock Packing Co....593
General Fire Equipment Co., Limited....657
Gibbons, J. J....Outside Front Cover
Glidden Varnish Co....564
Globe, The....558
Goderich Organ Co., Limited, The....642
Goldie & McCulloch Co., Limited, The....555
Goodyear Tire & Rubber Co....664
Gourlay, Winter & Leeming....574
Gramm Motor Truck Co....584
Graselli Chemical Co....664
Greening, The B., Wire Co., Limited....588
Greey, Wm. & J. G....598
Gutta Percha and Rubber Mfg. Co., Limited....Inside Back Cover
Hamilton Bridge Works....547
Hinde & Dauch Paper Co....594
Hough Lithographing Co....583
Imperial Wire & Cable Co., Limited....553
Inglis, John, Co....577
International Varnish Co....566
Jeffrey Manufacturing Co....637
Jenckes Machine Co....598
Jones, J. L., Engraving Co....657
Jones & Moore Co....583
Jonquiere Pulp Co....631
Kerr Engine Co., Limited....644
L'Air Liquide Society....554
Leonard & Sons, E....576
London and Lancashire....663
Lumen Bearing Co....586
Lysaght, John, Limited....Inside Back Cover
MacDonald Mfg. Co....561
Macey Office Equipment Co....590
Manitoba Gypsum Co....642
Martin Corrugated Paper & Box Co....569
Massey-Harris Co....638
McDougall, The R. Co....581
McLaren, D. K....585
McLaren, J. C., Belting....585
Meadows, The Geo. B....563
Merchants Mutual Steamship Co....653
Metallic Roofing Co. of Canada, Limited....635
Metal Shingle and Siding Co., Limited....554
Mitchell, Robt. & Co....640
Montreal Lithographing Co....583
Morrow, John, Screw....643
Morton, Phillips & Co....663
National Acme Manufacturing Co....550
National Machinery and Supply Co....581
New Brunswick Pulp & Paper Co....567
New Zealand Shipping Co....651
Nichols Chemical Co., Limited, The....661
Nicholson File Co....661
Northern Aluminum Co....651
Nova Scotia Steel and Coal Co., Limited....589
Ontario Wind Engine and Pump Co....647
Ormsby, A. B., Limited....586
Otterville Mfg. Co....642
Page-Hersey Iron, Tube and Lead Co....589
Packard Electric Co....590
Penman's Limited....587
Peerless Carbon & Ribbon Manufacturing Co....568
Phillips, Eugene F....659
Pickford & Black....653
Pinchin, Johnson Co....567
Polson Iron Works, Limited....659
Pratt & Letchworth....Inside Front Cover
Pringle, T. & Sons....559
Purdy, Mansell & Co....649
Queen City Oil Co., Limited....661
Regina Storage & Forwarding Co....631
Rhodes, Curry Co....570
Riordon Paper Mills, Limited....591
Ritchie & Ramsay....591
Robb Engineering Co., Limited....572
Robins Limited....574
Rockwood Sprinkler....580
Rolland Paper Co., The....591
Royal Bank....635
Russell Motor Car Co....562
Scarfe & Co....567
Sheldons, Limited....523
Smart Bag Co., Limited, The....651
Standard Sanitary Mfg. Co....557
Steel Co. of Canada....595
Tallman Brass and Metal Co....571
Thomson, Tilley & Johnston....659
Thompson & Norris Co....Outside Back Cover
Toronto Hydro Electric System....631
Trussed Concrete and Steel Co....642
Union Drawn Steel Co. Limited....592
United Typewriter....638
Vogel, H. G., Co....586
Walker, Hiram & Sons....560
Waterous Engine Works Co., Limited....576
Winnipeg....553

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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. XIII | TORONTO, NOVEMBER, 1912 | No. 4

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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The Convention Number.

WE regret that the Convention number was unavoidably delayed. As members will recollect, the Annual Convention was held in Ottawa on September 24, 25 and 26. The report of the proceedings was not received from the official stenographer until the end of the first week in October, although he made good progress in transcribing the mass of shorthand notes taken. Many of those whose addresses were reported asked to see proofs, which needed time for revision and correction. The press work alone required a week in order that justice might be done to the half-tone illustrations.

Next year the regular issue of INDUSTRIAL CANADA will not be held by the Convention, the proceedings of which will be printed, if necessary, in a later number.

Increase the Exports.

FOR the period between June 30th, 1896, and March 31st, 1912, Canada's trade balance stands as follows:

Total Imports	$4,557,925,544
Total Exports	3,741,980,250
Excess of Imports	815,945,294

The London Stock Exchange list shows that the bulk of Canadian securities listed, amounting to about $1,992,-600,000, are held by British investors.

Certain British financial men are saying: "Canada is importing more than she is exporting, and she is borrowing enormous sums of money. What will happen?" They should remember that we are borrowing money to build railroads, canals and cities. Returns are certain. We are like a man who borrows money to build a factory. But we must make our national factory pay.

What can Canadian manufacturers do to strengthen the confidence of British financial men? They can try to manufacture enough goods to supply the home market and, in addition, to swell the country's export trade.

The Lone Sparrow.

AFTER January 1st, 1913, Canada will be the only civilized country in the world without parcels post. On the above date, a system will be put in operation by the United States. Many confuse our merchandise rate, by which we can post packages under five pounds weight at the rate of sixteen cents per pound, with parcels post. The real thing is much better than the merchandise rate.

The following comparison of postage rates on a parcel weighing eleven pounds shows us how we stand:

From	Postage.
London, Eng., to Toronto, Ont.	$0.73
Paris, France, to Toronto, Ont.	.87
Berlin, Germany, to Toronto, Ont.	.90
Hamilton, Ont., to Toronto, Ont.	1.76

This is not all. In order to send eleven pounds by post from Hamilton to Toronto it would be necessary to break the package up into three small packages, each weighing less than five pounds.

In the words of one of Canada's leading lawyers, this country is "the last lone sparrow on the chimney top."

Socialistic Juries.

IT is stated that the Socialists of Vancouver refuse to return a verdict of "Guilty" when they are empanelled on murder cases. Their attitude is based on their claim that our laws, both civil and criminal, are unjust and should not be enforced.

If Socialists refuse to condemn a murderer, whose guilt is certain, what would they do in civil cases, where manufacturers, members of the capitalist class, are concerned? Even an indolent, incompetent and prejudiced judge is safer than a jury of anarchists.

Cartage Rates.

THE Dominion Railway Commission has adjourned the cartage rates case until December 17th at the request of Mr. J. E. Walsh, Manager of the Transportation Department, who asked that Boards of Trade and other bodies interested be given time to prepare their case.

Counsel for the railways argued that shippers should help to pay the increased cost of cartage, and, in fact, intimated that they should pay all of it.

The proposal of the cartage companies is to increase their charges in Montreal, Toronto and Hamilton twenty cents a ton and other cities in Eastern Canada ten cents a ton—that is, from forty to fifty cents.

There will be little benefit obtained from readjustment of freight rates if the railway companies get back the decreases by shifting the cartage charges.

Car Supply.

THE urgent necessity of loading and unloading cars promptly is again brought to the attention of members of the Association by Mr. Walsh, Manager of the Transportation Department.

Cars are designed for transportation and not for storage purposes; consequently, delay in handling goods decreases the carrying power of the railways. When the grain comes out of the West it pours out. Help the grain-growers, the railways and yourselves by doing all you can to keep cars running on the line instead of standing on the switch.

Keep These Orders at Home.

"WE sold to Canada last year goods to a value more than twice as great as our exports to all the countries of South America, and, in fact, equal to our total sales to all the twenty countries known as Latin America, with a population of some 70,000,000 people."

This statement, made by Mr. John Kirby, Jr., President of the National Association of Manufacturers, shows Canadians how many articles, manufactured in the United States, are sold in this country. We want some one to show us why the greater part of these articles should not be manufactured in Canada.

Trade Commissioner Prosperity.

THERE is a tone of optimism in the reports sent by the Canadian Trade Commissioners from the principal trading centres of the world to Ottawa, which suggests a degree of general prosperity gratifying to commercial men. "Business is brisk," "Large demand for Canadian goods," "Large orders should be easily placed," are phrases common to most of these messages from abroad.

A certain Canadian Member of Parliament, in giving a glowing account of Canada's welfare, said: "Yes, we are very prosperous in Canada just now. I am in Parliament, my brother is in the Post Office, and my grandfather is superannuated."

In the above case it will be noticed that the prosperity, though great, was not necessarily general. Canadian manufacturers learn with pleasure of the good times in Trade Commission posts, but would like the tidings crystallized into specific information, which would produce orders.

The West and Reciprocity.

"WITHOUT a reasonable protective tariff the plains of Alberta and Saskatchewan cannot build up industrial cities; at the best they will be only flour mills and warehouses based upon the one industry of wheat-growing. With Protection, moderate Protection—the national policy—the manufacturer can afford to launch out into making the many articles of domestic and industrial use for which there is a market at his door. Even Saskatchewan and Alberta are commencing to realize the value of Protection. They are beginning to see that these provinces cannot become peopled with artisans and mechanics as well as farmers and ranchers except the infant industry is given a fighting chance for its life."—Calgary *Standard*.

This view of economics is more general in the West than many people suppose. It is the only sound one. The West is already showing the world how its cities can manufacture. Dr. Archibald Blue gives the following statistics:

		Increase per cent. of value of manufactured goods.	
Cities.	1890-1900.	1900-1910.	1890-1910.
Vancouver	163	202	695
Calgary	131	1,193	2,893
New Westminster.	26	177	102

The West will not readily change a fiscal policy which produces such results.

Imposts and Surtaxes Abroad.

THE Department of Trade and Commerce has circularized the Canadian trade commissioners with a view to obtaining a statement showing the imposts and surtaxes or other charges of any kind besides the direct

tariff duties imposed by those British and foreign countries in which Canada is represented by trade commissioners and commercial agents. In foreign countries a request was made for information regarding consular certificates and charges therefor to accompany goods imported from Canada. The various trade commissioners have made investigations in the countries where they are stationed, and have sent to the Department a great deal of valuable information. The replies received have been summarized and were published in the weekly report of the Trade and Commerce Department, Ottawa, on November 4th. Members of the Association who are interested in export trade should write to the Department for a copy of this report. If the information contained therein is not sufficiently detailed they will probably be able to get more from the original reports of the trade commissioners.



Westerner—"Before I get a crop of factories I must pull these Free Trade Weeds."

How Do Accidents Happen?

THE latest report of the inspector of factories for the Province of Ontario states that "falling substances" cause more accidents in factories than any other agency. Last year 130 employees in Ontario factories were so injured. "Burns and scalds" comes second, with 112 victims; "saws" third, with 70; "falls" fourth, with 57; "power presses" fifth, with 52; "elevators and hoists" sixth, with 44; "buzz planers" seventh, with 31; and "cars" eighth, with 26. During the year there were 985 accidents, 44 of which were fatal.

It seems strange that so many men should be injured by articles falling on them. Is there not a strong indication of carelessness on the part of some one? Masons drop bricks, carpenters drop boards, other men drop tools or leave them lying in such manner that they are easily dislodged, and many injuries and deaths result.

Manufacturing in the West.

THE popular impression is that the eastern part of Canada is devoted to manufacturing and the western part to grain growing. The statistics for manufacturing for 1910 prove that manufacturing developed much more rapidly in the West than in the East between 1900 and 1910. During that period the increase in value of products for the whole of Canada was 142 per cent.; for the western provinces the percentages of increase were: Alberta, 1,323 per cent.; British Columbia, 234 per cent.; Manitoba, 315 per cent.; and Saskatchewan 871 per cent.; far exceeding the percentages of increase in the eastern provinces, which were as follows: New Brunswick, 68 per cent.; Nova Scotia, 123 per cent.; Ontario, 139 per cent.; Quebec, 121 per cent.; and Prince Edward Island, 34 per cent.

When the farmers realize the value of the factory town market; they will not forget the bad dream of Reciprocity.

Defining a Chinaman.

THAT Workmen's Compensation is not intended for members of the Oriental races is apparently the opinion of Californians. They prevent Chinamen from participating in the benefits by a kangaroo closure which runs something like this in effect: "For the purposes of this Act, a Chinaman of either sex shall be a child under fourteen years of age."

Ours Without Asking.

WHEN the Reciprocity campaign was at its height the opponents of the pact argued that Canada would secure all the benefits offered by the United States at that time as soon as the Democrats came into power. They

claimed that Reciprocity was only a shrewd anticipation of the inevitable. Their prophecies have come true. The Democrats are in power, and many of the benefits for which we were asked to pay so dear will be forced on us for nothing.

Level Tariffs.

THE election of President Wilson will probably mean the downward revision of the United States tariff. There are many in this country who argue that there should be a simultaneous and sympathetic downward revision of the Canadian Customs tariff. Advocates of such a policy are doubtless unaware that the tariff of the United States is much higher than that of Canada. The average *ad valorem* rate of duty imposed on all dutiable goods during the fiscal year 1911 by the United States against other countries was 41.22 per cent.; while that imposed by Canada against other countries was only 25.57 per cent. That is, the average United States rate against the world was 15.85 per cent. higher than the Canadian.

Moreover, the average *ad valorem* rate of duty imposed on Canadian dutiable goods by the United States is 45 per cent., while that imposed by Canada against United States dutiable goods is only 25 per cent. By all means let the United States reduce their tariff until it reaches the level of the Canadian tariff. This will put the two countries on an even trading basis. During the year ending March 31st, 1912, we imported from the United States goods valued at $356,358,179, and exported to the United States goods valued at $120,534,993. With equal tariffs the balance of trade will be more in our favor.

The Big Four.

DURING the coming session of Parliament the following four great questions will probably be discussed and action taken in regard to them:

The Tariff Commission.
Marine Insurance.
Parcels Post.
Good Roads.

The Association is vitally interested in all of them. A Tariff Commission means scientific treatment of the customs duties. Marine Insurance will question Lloyd's. Parcels Post and Good Roads will assist in the rapid and cheap transportation of manufactured goods.

The C. P. R.

THE Canadian Pacific Railway is the most wonderful railway in the world. Built to hold a nation together, it played the roles of pioneer and adventurer and its early history is rich with the romance of an undiscovered country. Then followed the struggle through the dark period in Canada, when the bitter cry of poverty was our national anthem. At last the change came and the golden tinge of the prairies was reflected in the vaults of the Company. And now consider the last annual report: Gross earnings, $123,319,541; net earnings, $43,298,242; total mileagle 16,944; and total assets, $628,119,545. The report states that last year the Company placed orders for locomotives and cars costing $25,750,000 and spent $30,000,000 in enlarging terminals and making improvements to the system.

Connected with this prosperity is a danger, usually called the settling-down process. There is always the natural tendency towards the indolent contemplation of one's own success. While Canada should remember that the C. P. R. is the most remarkable railroad in the world, the C. P. R. should not forget that Canada is the most remarkable nation in the world. As we intend to go on being remarkable the Company must keep step or drop out. After all due appreciation of the Company's record, we are chiefly concerned with this question: "Is the C. P. R. going to keep up with us?"

The Company's statement of equipment at 30th June, 1912, shows:—

Locomotives	1,820
First and second class passenger cars, baggage cars, and colonist sleeping cars	1,841
First class sleeping, dining and cafe cars	369
Parlor cars, official and paymasters' cars	75
Freight and cattle cars (all kinds)	61,446
Conductors' vans	1,065
Boarding, tool and auxiliary cars and steam shovels	4,254

This is a great equipment, but the Company must satisfy the Dominion Railway Board that it is sufficient.

Wilson, the Free Trader.

THE *Protectionist,* published by the Home Market Club, of Boston, does not contemplate with equanimity the election of Woodrow Wilson to the presidency of the United States.

"Mr. Wilson, the Democratic candidate, is a pronounced Free Trader of the old time Southern kind. He was born and educated in the South, married a Southern woman, and inherited his Democratic sentiments and Free Trade views, to which he fervently adheres. He has been a teacher practically all his life, without business experience, which naturally makes him very positive in his views. He is more extreme in his advocacy of Free Trade than was Grover Cleveland, and all the world knows the dire effects of Mr. Cleveland's efforts to carry Free Trade into effect. Mr. Wilson, if elected President, would be able to go much farther than Cleveland did."

No doubt Mr. Wilson has studied the recent report of the United States bureau of statistics, which shows that the manufactured goods exported by his country last year were valued at over a billion dollars. Woodrow Wilson is a scholar but not a pedant. Moreover, he is a politician, or he would never have been Governor of New Jersey.

There is little danger that he will abolish a fiscal policy which has produced such results, although he may favor a general tariff revision downward.

"Fire!"

IF one man rushes up to another and shouts "Fire," the latter promptly asks, "where?"

If the fire is in his neighbor's house he probably proceeds to lunch. If it is in his competitor's shop or factory he may even be mean enough to order wine. But if his own house or factory is burning he goes temporarily insane and abuses the government.

This example illustrates the popular attitude towards fire. It is hard to interest the average man until sparks light on his own roof.

A moment's reflection shows that the man who hopes fire will burn all round him and not touch him is living in a fool's Paradise. So long as fire remains an element and lunatics are handling matches, pipes, cigarettes, faulty electric wires, gasoline, coal oil and the other agents of conflagration, every man who owns or occupies a building is in danger. While this danger cannot be removed it can be reduced.



In the same Graveyard.

Can the insurance companies take sufficient precautions? Their weakness lies in this—if they are too strict they will lose business.

For the four years ending 1911, there were 869 fires in Canada involving a loss of over $10,000 each. These cost the country $79,674,105, or an average of $1,660,000 per month.

These figures show that the insurance companies cannot, unaided, deal with the great problem of preventing fire.

Every man who owns or occupies a building should feel an individual responsibility. He should believe that he is a propagandist in a national campaign of education to teach people not to play with matches and to punish those who do.

Mr. Franklin H. Wentworth, Secretary of the National Fire Prevention Association of the United States, impressed those who heard him speak at the Annual Convention with the appalling fire waste of Canada. He will speak in Toronto on December 19th, and later in Montreal and Hamilton. His speech will be published in full in INDUSTRIAL CANADA, and also distributed in pamphlet form.

In addition to this, INDUSTRIAL CANADA will devote special attention to this question during next year, and invites the co-operation of members of the Association.

Press Against Panama Bill.

IT is gratifying to notice that the majority of the newspapers of the United States condemn the Panama Canal Bill because it breaks faith with Great Britain. The following editorial from the Rochester *Herald* is an example of the statements appearing daily in the leading journals:

"No one supposes that Great Britain will acquiesce in this usurpation of illegal advantage by the United States. That nation is bound to appeal to the International Peace Court at The Hague for a final interpretation of this phase of the treaty. And unless we are prepared to repudiate every principle of international arbitration and every sentiment of justice and fair dealing between nations, to which we have professed such earnest devotion for a dozen years, we shall have to submit our wretched case to The Hague Court. Our chance for a favorable decision there would be no chance at all."

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary of the Association

Fifty-four Applications Were Received for Membership. Preparations are Under Way for the Canadian Trade Index. Mr. J. R. K. Bristol is the New Manager of the Tariff Department. Fire Prevention Campaign.

WHEN the newly elected Council of the C. M. A. came together for the first meeting on October 24th last, it lost very little time in getting down to business. There were, of course, a few members present who had never served on the Council before, and these had to be introduced. Once the necessary introductions were over President Gourlay opened the proceedings with an inaugural address that lasted a little less than one minute. He first expressed his appreciation of the honor that had been conferred upon him. Next he expressed the hope that meetings of the Council would be interesting and profitable to all who attended, and concluded by assuring those present of his desire and intention to expedite business as much as possible without suppressing legitimate discussion.

The roll call showed the following members to be present:

Messrs. Henry Bertram, Dundas; Mark Bredin, Toronto; George Brigden, Toronto; E. J. Davis, Newmarket; P. W. Ellis, Toronto; R. D. Fairbairn, Toronto; Thos. Findlay, Toronto; John Firstbrook, Toronto; J. D. Flavelle, Lindsay; J. D. Fraser, St. Johns; Wm. Gartshore, London; A. J. Hart, Montreal; E. G. Henderson, Windsor; James Litster, Toronto; C. B. Lowndes, Toronto; Jas. McLauchlan, Owen Sound; George McLagan, Stratford; R. McLaughlin, Oshawa; J. A. McMahon, Hamilton; J. P. Murray, Toronto; John C. Notman, St. Catharines; S. R. Parsons, Toronto; W. C. Phillips, Toronto; John Ransford, Clinton; Thos. Roden, Toronto; A. S. Rogers, Toronto; W. H. Rowley, Hull; G. W. Sadler, Montreal; J. R. Shaw, Woodstock; J. F. M. Stewart, Toronto; H. J. Waddie, Hamilton; S. M. Wickett, Toronto; C. C. L. Wilson, Ingersoll.

Business Men's Trip to Europe.

The Montreal Chambre de Commerce is organizing a business men's excursion to Europe in 1913 and invites the cooperation of the C. M. A. They have already approached the Government in the matter and have had a sympathetic hearing. The Advisory Committee will report as to the desirability of the Association taking part.

1914 Convention.

The City of Calgary is out already to secure the C. M. A.'s 1914 Convention. They would have liked to take the Association west next year, but according to the Reception and Membership Committee, Halifax has first call.

Financial.

August is always a big month with the Association so far as a collection of fees is concerned because nearly 50 per cent. of the memberships are then renewable. The Treasurer reported a balance on hand August 31st of $26,395.60. During the month of September he got a little further ahead, but not much. The receipts amounted to $7,183.30 and the disbursements $6,443.41.

Investments.

With so much cash on hand the Finance Committee thought it would be in order for the Association to salt down something for a rainy day. The amount they thought proper was $5000 and suggested an industrial bond that would net a little over 6 per cent. in the way of interest. Certain members were inclined to doubt the wisdom of putting the Association's surplus funds into what might be regarded as speculative security, but the Committee had its way and by this time the deal has been closed.

Staff.

Salary increases were voted Mr. F. W. Wegenast, Legal Secretary and Mr. J. M. McIntosh, Secretary of the Toronto Branch. The appointment of Mr. R. V. Harris as Secretary of the Nova Scotia Branch was confirmed.

Increased Circulation.

Some of INDUSTRIAL CANADA'S surplus will shortly disappear because of the Committee's determination to increase the complimentary circulation of the paper. A select list of five hundred manufacturers, who are not but should be members of the Asociation, is being prepared and these people are to be given a six months' trial subscription free, coupled with a polite intimation each month that their names are desired on the membership roll. Incidentally the advertisers in INDUSTRIAL CANADA get the benefit of this increased circulation without their rates being jacked up.

Convention Number.

Next year there will be no delay in getting out the Convention Number as was unavoidably the case this year. If the Convention is held in September, the October number will take the form of a regular issue and the convention proceedings will not be reported until November. In this way both issues can be brought out promptly on time.

Canadian Trade Index.

The Canadian Trade Index is due for another issue next year. Like the Toronto Exhibition it is to be "bigger and better than ever before." The present intention of the committee is to greatly extend the classification and to make the listing of non-members more complete.

Western Rates Inquiry.

The Transportation Committee has had this subject under its notice for some months now and at last it is able to see things taking some tangible shape. At a sitting of the Board of Railway Commissioners held in Ottawa, Oct. 7th, the Canadian Pacific Railway undertook to justify the lower rates in effect east of the Great Lakes by citing the fact that in that territory they were held down by water competition; that the rates west of the Great Lakes were not unreasonable in themselves. Since the completion of the road in 1886 rates in the West had been very materially reduced.

The Canadian Northern complained that any reduction of rates in the West would mean a curtailment of their activities, as they felt sure they would not get sufficient revenue to meet their operating and over-head expenses.

The Grand Trunk pleaded that any general reduction in rates would be a serious matter for a road still under construction and joined with the Canadian Northern in claiming

special consideration by reason of the fact that they were unable to compete with the stronger lines.

In all this argument the Association will strive to keep to the front the fact that a good service is equally as important as low rates. The Transportation Manager has been instructed to use every effort to see that the service is improved and to give Counsel representing the public every assistance in securing fair adjustment of rates in the west.

Revised Car-Load Minimums.

The Board have asked the Association for its views regarding the proposed revision of Carload Minimums submitted to it by the railways some time ago. The Association sees no reason to change its attitude, which is that the proposition means an increase in freight rates without any compensating advantage to the public.

The railways are anxious to establish Minimums on Light and Bulky Goods, based on the cubical capacity of the car, and to secure at the same time something like uniformity in height of cars. If this can be brought about, an effort will probably be made by the railways to get the present clearance of 21 feet 6 inches above the rail reduced by 2 feet. This would effect a considerable saving in construction, and work for greater safety of operation.

Cartage Rates.

The Railways have submitted to the Board new Tariffs increasing the Cartage Rates at Montreal, Hamilton and Toronto, from two to three cents per 100 pounds and at other points East of Port Arthur from two to two and a half cents, effective November 11th. The Railways have been asked to furnish the Board with a statement showing just what the increase means. A Special Committee will look after the interests of the Association.

Fire Prevention.

At the suggestion of the Insurance Committee, the Association will lend its best efforts to promote a campaign of Fire Prevention in Canada. Mr. Franklin H. Wentworth, Secretary of the National Fire Prevention Association, Boston, will deliver addresses at Montreal, Hamilton and Toronto, under the auspices of local Branches of the Association in each case, on December 17th, 18th and 19th. Those who heard Mr. Wentworth in Ottawa are enthusiastic both about his speech and his magnetism as a speaker, and he is assured a rousing reception when he returns.

As part of the campaign, Fire Prevention Committees will probably be appointed by several of the Branches of the Association, to operate along lines that will be fully explained in Mr. Wentworth's addresses.

Automatic Sprinkler Work.

In view of the growing importance and extent of Sprinkler work, the Insurance Department has found it necessary to increase its staff of engineers by the appointment of Mr. J. W. Anderson of Montreal as Chief Sprinkler Engineer and Mr. Jos. Key of Toronto as Sprinkler Inspector.

Extra-Provincial Licensing Case.

This case, like the poor, we seem to have always with us. The Parliamentary Committee presented a summarized story of the matter to date, which we reproduce as follows:

Some three years ago a case came before the Supreme Court of Canada in which was raised for the first time in concrete form an issue which has been outstanding between the provinces and the Dominion ever since Confederation, namely the question of the power of the provinces to incorporate companies to carry on business outside the territory of the province. The British North America Act gives to the provinces power to incorporate companies with "provincial objects" and the issue centres largely around the interpretation of this phrase. It is claimed by the Dominion on the one hand that a provincial company is inherently incapable of carrying on any of its operations outside the boundaries of the incorporating province. It is claimed by the provinces, on the other hand that Dominion companies are practically on a footing with Dominion Companies and have power to carry on business in any jurisdiction which will recognize their corporate capacity. Coupled with this question is another one which in its practical bearing is equally important, namely, whether a company having a Dominion charter must submit to what amounts practically to a re-incorporation under the foreign company laws in force in the different provinces. In both of these questions the members of the Association are vitally interested and the whole issue is one of the most important constitutional questions ever raised in the Dominion. As a result of the case above mentioned the Dominion Government drew up a series of questions in the form of a special reference to the Supreme Court with the intention of carrying the matter ultimately to the Imperial Privy Council. A number of the provincial governments have strenuously opposed the hearing by the Supreme Court of this reference and by various means the hearing of the case has been delayed. It is now, however, set down to be heard on the 4th of November. Acting on the instructions of the Parliamentary Committee, confirmed from time to time by the Executive Council, Mr. Wegenast has appeared before the Supreme Court and asked and obtained leave to represent the Association.

In the meantime partly because of the danger that the general reference might be dropped and partly because of the inconclusive form in which some of the questions were placed before the Court, it was deemed wise to ensure a decision of the points in which the members of the Association were most vitally interested by having a number of concrete cases brought, if possible, before the Supreme Court. After considerable difficulty a case was found in which a Dominion Company with head office at Winnipeg was proceeding against a merchant in the Province of British Columbia on a number of notes given for goods supplied. The Company had applied for a license in British Columbia and forwarded the necessary documents and fees but was refused a license because there was already another company of the same name, incorporated in the State of Illinois, registered in the Province. An action has been brought by the company on the notes and the defendant raises the issue of the company's incapacity to sue him in the absence of a license. The Committee are also in touch with the factors of another case in which another phase of the question may be raised and it is possible that it may be found wise to prosecute this second case with the intention of bringing it along with the first to the appellate courts.

The incoming Committee after going carefully over the whole ground unanimously recommended that the matter be prosecuted along the lines laid down. It was estimated by the Committee some time ago that the expense of bringing the test cases through the provincial courts would be in the neighborhood of $1,500 and that approximately $1,500 more would be required to take the matter through the appellate courts. Up to the present the expense incurred has been well within this estimate. The original intention was that the briefs in the cases should be taken by Mr. Wegenast. It may be found necessary for certain phases of the matter to employ counsel and your Committee would recommend that Mr. Wegenast be instructed to argue the brief himself but that at the same time he be given permission to engage counsel provided it should appear to him desirable to do so.

Extra-Provincial Licensing Act—Nova Scotia.

At the last session of the Nova Scotia Legislature an Act was passed to become effective on the 1st October, 1912, which brings the Province of Nova Scotia in line with the majority of other provinces in requiring foreign companies, including Dominion companies, to become registered before carrying on any part of their business in the Province. The same exception as in the majority of provinces is made in favor of business through commercial travellers or by correspondence but any company having a resident or representative or an office or warehouse or place of business in Nova Scotia without being registered is subject to a penalty of $10 per day and is debarred from maintaining any proceeding in the courts of the Province. The registration fee is an annual one based on the nominal capital of the company and there is a penalty of $100 for default in the annual payment.

Workmen's Compensation.

The Committee in charge of the above matter requested and secured a vote of $1,500 for the purpose of conducting such investigations as might be necessary to enable it to formulate a classification as well as a scale of benefits for submission to the Commission.

Labor Supply.

There was an interim report from the Special Committee on Labor Supply appointed at the Annual Meeting, who were inclined to the view that someone should be sent to the United Kingdom to make a thorough canvass of the labor situation there, to establish tentative connections where desirable and to report later with full information. The scarcity of labor is getting to be very acute in some sections and some trades, and it seems as though the Association would be forced to take some action in the matter, whether it wants to or not.

New Manager, Tariff Department.

On behalf of the Tariff Committee Mr. Phillips recommended the appointment of Mr. J. R. K. Bristol, Dominion Appraiser and member of the Board of Customs to succeed Mr. Breadner as manager of the Association's Tariff Department. The Council unanimously concurred, various members expressing their satisfaction that the Association had been able to secure the services of one so eminently qualified.

Reference was made by the President to the death of Mr. P. H. Burton, for years a member of and a regular attendant at meetings of the Council, as well as a past Chairman of the Insurance Committee and a past President of the Central Canada Manufacturers Mutual Fire Insurance Company. The Secretary was instructed to convey to the bereaved family the sympathy of the Association.

Applications.

The list of applications to be passed was a lengthy one, owing to the summer recess. There were 54 all told, including many firms of outstanding prominence, as a survey of the following will show:

Aurora, Ont.
- The Collis Leather Co., Ltd. Shoe and Calf Leathers.

Bridgeburg, Ont.
- Canadian Ferrosteel Co., Ltd. Furnace Registers.

Chatham, Ont.
- Chatham Gas Co., Ltd. Gas and Electricity.

Dunnville, Ont.
- Marshall-Davis, Ltd. Fuses, Switches, Spark Coils, Electrical Equipment.

Fredericton, N.B.
- The Hartt Boot and Shoe Co., Ltd. J. D. Palmer, 2nd.

Guelph, Ont.
- The Colonial Knitting Co., Ltd. Knit Goods and Woollens.
- Thomas Griffin. Stoves, Piano Plates, etc.

Liverpool, N.S.
- Macleod Pulp Co., Ltd. Folding Box Board, etc.

London, Ont.
- London Bolt and Hinge Co., Ltd. Bolts, Hinges, Rivets, etc.

Maisonneuve, Que.
- Jas. W. Jamieson & Co. Paints, Varnishes, etc.

Montreal.
- The Allan, Munro Color Co., Ltd. Chemical Colors.
- American Dressing and Sundry Company. Shoe Dressings, etc.
- Canadian Consolidated Rubber Co., Ltd. T. H. Rieder, 3rd.
- Dominion Mahogany and Veneer Co., Ltd. Wood Veneers, etc.
- The Fenlin Leather Co., Ltd. Glazed Kid, Leather
- John Fee. Machines and Printing Press Attachments.
- The Imperial. Ladies' Wear.
- Chas. Niedner's Sons Company. Unlined Linen Fire Hose
- Peat Industries Limited. Peat Products.
- St. Lawrence Iron Foundry Co., Ltd. Grey Iron Castings.
- The St. Lawrence Press, Ltd. Printing.
- S. Weisglass, Ltd. Beds, Iron Springs, etc.
- The Wells & Richardson Co., Ltd. Diamond Dyes and
- A. J. White & Co., Ltd. Patent Medicines.
- Willis Piano Co. Pianos and Player Pianos.

Ottawa.
- The Beaver Co., Ltd. Beaver Board, Wood Fibre.

Sarnia, Ont.
- The Dominion Salt Co., Ltd. Salt.
- H. Mueller Mfg. Co., Ltd. Water and Gas. Co. Supplies.
- Sarnia Bridge Co., Ltd. Steel Bridges, etc.

Sherbrooke, Que.
- MacKinnon, Holmes & Co., Ltd. Structural Steel, etc.

St. Boniface, Man.
- Manitoba Linseed Oil Mills, Limited. Linseed Oil.

St. Catharines.
- Canadian Yale & Towne, Ltd. Builders' Hardware.

St. John's Que.
- St. Johns Last Block Co. Last Blocks.

Toronto.
- H. V. Andrews. Wool.
- Barber Paper and Coating Mills, Ltd. Coated Papers.
- Canadian Fibre-Wood and Mfg. Co., Ltd. Wall Board, Veneer, etc.
- Clarke & Clarke, Ltd. F. G. Clarke, 2nd.
- The Colonial Fixtures, Ltd. Electric Light Fixtures.
- The Franco-Canadian Welding Co. Autogenous Welding.
- Matthews-Laing, Ltd. Albert Matthews, 2nd.
- John Morrow Screw and Nut Co. (Ingersoll). Fred H. Deacon, 3rd.
- St. Lawrence Paper Mills Co. J. H. Weldon, 2nd.
- Templeton, Kenly & Co., Ltd. Railway Car Lifting Jacks.

Walkerville, Ont.
- American Auto Trimming Co., Ltd. Auto Tops, etc.
- Studebaker Corporation, Ltd., of Canada. Automobiles.

Windsor, Ont.
- The Barton Netting Co., Ltd. Lighting Fixtures.
- Burlington Windsor Blanket Co., Ltd. Sweat Pads, Saddle Blankets.
- Canadian Sirocco Co., Ltd. Blowers, Exhaust Fans, etc.
- Liggett & Platt Spring Bed Co., Ltd. Coil Spring Beds.

Winnipeg, Man.
- Gurney North-West Foundry Co., Ltd. Ranges, Stoves, etc.
- The Martin-Senour Co. House Paints, etc.
- United Typewriter Co. Jas. H. Jenkins, 3rd.
- F. J. Welwood Co., Ltd. Excelsior.

Yarmouth, N.S.
- Cosmos Cotton Company. Cotton Duck.



PRESIDENT WILSON AND HIS DEFEATED RIVALS

Their views on the United States Tariff

Mr. Taft: "The Republican doctrine of Protection, as definitely announced by the Republican convention of this year and by previous conventions, is that a tariff shall be imposed on all imported products, whether of the factory, farm or mine, sufficiently great to equal the difference between the cost of production abroad and at home, and that this difference should, of course, include the difference between the higher wages paid in this country and the wages paid abroad and embrace a reasonable profit to the American producer. A system of Protection thus adopted and put in force has led to the establishment of a rate of wages here that has greatly enhanced the standard of living of the laboring man. It is the policy of the Republican party permanently to continue that standard of living."

Mr. Wilson: "Our own clear conviction as Democrats is, that in the last analysis the only safe and legitimate object of tariff duties, as of taxes of every other kind, is to raise revenue for the support of the Government. We do not ignore the fact that the business of a country like ours is exceedingly sensitive to changes in legislation of this kind. It has been built up, however ill-advisedly, upon tariff schedules written in the way I have indicated, and its foundations must not be too suddenly disturbed. When we act we should act with caution and prudence, like men who know what they are about, and not like those in love with a theory. It is obvious that the changes we make should be made only at such a rate and in such a way as will least interfere with the normal and healthful course of commerce and manufacture."

Mr. Roosevelt: "The Democratic platform declares for a tariff for revenue only, asserting that a protective tariff is unconstitutional. To say that a protective tariff is unconstitutional, as the Democratic platform insists, is only excusable on a theory of the Constitution which would make it unconstitutional to legislate in any shape or way for the betterment of social and industrial conditions. The abolition of the protective tariff or the substitution for it of a tariff for revenue only, as proposed by the Democratic platform, would plunge this country into the most widespread industrial depression we have yet seen, and this depression would continue for an indefinite period. There is no hope from the standpoint of our people from action such as the Democrats propose."

PROVINCIAL CONTROL OF COMPANIES

By F. W. WEGENAST
Secretary Legal Department, C.M.A.

Mr. Justice Murphy, of British Columbia, decides that his province has the right to bar companies although they have Dominion Charters, but the case will be fought by the Association until the question is definitely settled.

The following is a statement of the facts in the case of the John Deere Plow Company, Limited, v. Agnew, together with the text of the judgment of Mr. Justice Murphy, dismissing action. This case raises in an acute form one phase of the general issue which is now before the Supreme Court in the form of a reference as to the jurisdiction of the Dominion and the Provinces over incorporation and control of commercial companies.

The John Deere Plow Company is operating under a Dominion Charter, with head office at Winnipeg. The Company applied for a license but was refused because there was already an American Company of the same name registered in the Province and under a provision of the act the registrar of Companies was forbidden to register two Companies of the same name. The Company was, therefore, if the Act is valid, completely shut out of the Province of British Columbia, though it had a charter from the Dominion entitling it to carry on business throughout Canada. The Company sued on a number of notes which it held against a merchant in the Province taken for goods sold and delivered to him. The merchant sets up no defense on the merits but relies entirely on the provision declaring the Company in the absence of a license incapable of taking any proceedings in the courts of the Provinces. The Company pleads that the Act in so far as it purports to apply to Dominion Companies is invalid and unconstitutional as beyond the powers of the Provincial Legislature under the British North America Act.

If the contention of the plaintiff is upheld it will affect the status of Dominion Companies under the extra Provincial Licensing and Foreign Companies Acts in the other Provinces as well and will render it unnecessary for Dominion companies to comply with these Acts. The case has been set down in the Supreme Court for hearing at the present sittings.

Statement of Facts.

The plaintiff is a company incorporated under the Companies Act of Canada under a charter authorizing it amongst other things to carry on throughout Canada the business of dealers in agricultural implements, carriages and wagons, machinery and a general agency, commission and mercantile business.

The defendant is a merchant residing and carrying on business at Elko, British Columbia.

The plaintiff and defendant entered into an agreement at Winnipeg in the Province of Manitoba, under which the company agreed to give him the exclusive right within a certain territory of selling the company's goods. The company agreed to mail to a list (to be supplied by the defendant), of persons within this territory, a newspaper published by the plaintiffs in which a full-page advertisement was to appear of the defendant as dealer in the plaintiff's goods. The defendant agreed to deal exclusively in the company's goods in certain specified lines, and not to sell these goods below certain specified prices. The contract contained a list of prices at which goods ordered by the defendant would be paid. The property and the title to all goods shipped was to remain in the company and not to pass from it until all the obligations given in respect of them were satisfied. Moneys received by the defendant on account of goods supplied by the company were to be held by the defendant in trust for the company. It was further agreed that whenever requested by the company the defendant would obtain as security for goods sold to customers lien notes or other securities payable by the customers direct to the company.

Under this agreement the defendant ordered at various times certain goods to be shipped by the plaintiff f.o.b. Calgary, Alberta, consigned to the defendant at Elko. Part of the goods were ordered by the defendant personally at Winnipeg and part were ordered by letters posted by the defendant at Elko directed to the plaintiff at Winnipeg and fulfilled by the plaintiff by shipping the goods to Elko.

In respect of the goods shipped by the plaintiff to the defendant the defendant gave to the plaintiff four promissory notes. All these notes were dated at Winnipeg and payable at Elko, but two of the notes were in fact signed at Elko.

The plaintiff had not complied with Part VI. of the Companies Act of British Columbia, requiring companies incorporated otherwise than under the authority of the Legislature of British Columbia to become licensed before carrying on any part of their business in British Columbia.

The parties to the case agreed to a statement of facts and concurred in stating the questions of law arising upon the facts for the consideration of the Court.

The Questions Submitted.

The question submitted for the opinion of the court were as follows:—

First: Whether the plaintiff is in the absence of a license under Part VI. of the Companies Act of British Columbia (10 Edw. VII. c. 7), precluded from carrying on business in British Columbia or from maintaining action in respect of any of the claims or notes aforesaid.

Second: Whether the provisions of the said Part VI. of the Companies Act are, in so far as they purport to prohibit the plaintiff from carrying on business in the Province of British Columbia and to maintain actions in the courts of the said province, *intra vires* of the Legislature of the Province of British Columbia.

The case was argued in court before Mr. Justice Murphy on the 10th July, 1912, and on his request was re-argued on the 11th September, 1912. On the 2nd October, 1912, he delivered judgment, answering both questions in the affirmative and giving reasons as follows:—

The Judge's Reasons.

"As to the questions that the sections of the Companies Act applicable here are *ultra vires* because they seek to impose conditions on a company incorporated by the Dominion and

authorized to do business throughout Canada, this has already been passed upon in *Waterous Engine Co. v. Okanagan Lumber Co.* 14 B.C.R. 238, adversely to plaintiff's contention. As the decision still stands I adopt it *pro forma* and hold the legislation complained of to be *intra vires.*

"On the second branch of the case, that what was done here does not fall within the disabling sections, putting the plaintiff's case on its strongest ground it must be conceded that, if section 139 has been violated, section 168 becomes operative and this action fails. Now section 139 *inter alia* states: no company, firm, broker or other person shall, as the representative or agent of or acting in any other capacity for any such extra provincial company carry on any of the business of an extra-provincial company within the province until such extra-provincial company shall have become licensed or registered as aforesaid. Does the contract in question here provide that defendants as representative or agent of or acting in any other capacity shall carry on any of the business of plaintiffs. I think it does. The defendants need not be agents; they need not even be representatives as required by the Alberta Act. It is sufficient if they act in any capacity. The contract requires them to ensure the goods shipped in the company's name; to sell according to a fixed price list; on demand, to take notes in the company's name from purchasers and forward same to the company; to hold in trust for the company proceeds of sales until payment of all obligations and to do a variety of other things on behalf of the company. It is argued that all these provisions are merely the giving of security for payment of the indebtedness and not a carrying on of any of the business of the company. But the defendants have to act within the Province in providing such security. They must insure here. The contracts of sale are evidently intended to be made here and, therefore, if demands to take notes in the company's name is made, the defendants must act here in obtaining such notes and so on with many other provisions of the contract. To put the matter in a nutshell, in my opinion, granting for the sake of argument the plaintiff's contention, the making of security for indebtedness is a part of the plaintiff's business as it would be of any merchant and the defendants are in some capacity—it matters not what under the wording of the section—bound to do various things in this province to obtain such security for plaintiffs. This is a violation of section 139 and the present action cannot be maintained. The questions are answered accordingly.

EDUCATION VS. WAR.

Business men cannot afford war; it destroys the stability of commerce. Neither, as men, can they tolerate this inhuman method of settling differences. Public education is the enemy of war. If the next two generations can be educated in the practical use of such substitutes as arbitration and international courts, the danger of wars will be slight. The purpose of this bulletin is to show how the average business man can materially hasten this process of education.

Business bodies do effective work by offering prizes in their local schools for essays on phases of international arbitration and peace.

What any Business Man Can do Now.

1. Suggest to his organization the appointment of a Committee on International Arbitration;

2. Offer his services on such committee or otherwise to arrange for the offering of prizes in the schools;

3. Interest his sons, daughters and school friends in the local contest and in one or more of the annual national contests described below.—*Bulletin of the Lake Mohonk Conference on International Arbitration.*

THE RED DEVIL'S WORK.

It Burned $21,459,575 Worth of Property in 1911 and Destroyed the Lives of 317 People.

The fire losses in Canada for the first nine months of the current year total $18,530,579, an average of $2,058,953 per month. This is equal to a daily loss of $68,631. In other words, $2,893 worth of property has been burned every hour since the new year dawned, or nearly $48 every minute. This is largely an extravagant waste of capital. The losses as compiled by *The Monetary Times* during 1909, 1910 and 1911 are as follows:—

	1909.	1910.	1911.
January	$1,500,000	$1,275,246	$2,250,550
February	1,263,005	750,625	941,045
March	851,690	1,076,253	852,380
April	720,650	1,717,237	1,317,900
May	3,358,276	2,735,536	2,564,500
June	1,300,275	1,500,000	1,151,150
July	1,075,600	6,386,674	5,384,300
August	2,582,915	1,667,270	920,000
September	1,615,405	894,125	1,123,550
October	2,208,718	2,195,781	580,750
November	935,191	1,943,708	1,506,500
December	1,433,813	1,444,860	2,866,950
Total	$18,905,538	$23,593,315	$21,459,575

Adding to these figures the total loss for the first nine months of 1912, we have a fire loss in forty-five months of $82,489,007, an average monthly loss of $1,833,089. In addition, there has to be recorded a disastrous list of fire fatalities. During September in Canada six people met their deaths in fires. During the first nine months of the year 132 people were sacrificed in the same manner. In the forty-five months since January, 1909, no less than 924 persons lost their lives in fires, a monthly average of almost 21 persons. The following table gives the details:—

	1909.	1910.	1911.	1912.
January	16	27	27	27
February	8	15	12	11
March	16	20	18	24
April	18	37	20	15
May	21	15	28	18
June	16	52	13	6
July	4	15	110	9
August	17	11	22	16
September	10	10	13	6
October	26	16	17	..
November	34	19	20	..
December	33	19	17	..
Total	219	256	317	132

In September three deaths were caused by lamps being upset, and one each by clothes catching fire, can of kerosene exploding and gasoline being set alight.

Of the presumed causes for fires during September, 30 were attributed to lightning, 10 matches, 8 incendiary, 5 each gasoline, gas, electrical causes, defective flues, 4 each hot ashes, lamp explosions, 3 carelessness with lights, 2 each overheated stoves, spontaneous combustion, sparks, oil stoves, 1 each chemical action, heat from brakes, burning rags, resin pot, upset lantern, smoking in bed, oven set alight, while many fires are of unknown origin, which probably is in many cases lack of precaution and proper care.



General View of Porto Velho, terminus of the Madeira—Mamoré Railway.

RAILROADING IN SOUTH AMERICA

To give Bolivia an Outlet to the Atlantic.

By E. M. FRASER

THE contractors, Messrs. May, Jekyll and Randolph, have recently turned over to the proprietors, The Madeira, Mamoré Railroad Co., the completed railroad, which has finally realized the dream of Bolivian statesmen for the last fifty years of giving Bolivia a short route to the Atlantic Ocean, and access to the markets of North America and Europe.

The terminals of the road are at Porto Velho, in Brazil, 600 miles up the Madeira River, from its junction with the Amazon at a point about 1,000 miles from Para, and at Guajará-Merim in Bolivia. It has been built in terms of a treaty between Brazil and Bolivia, signed in 1867, and has been financed by the well-known capitalist, Percival Farquhar, the bonds being guaranteed by the Brazilian Government. The road, some 240 miles long, was built to overcome the obstruction to navigation caused by the nineteen falls and rapids of the Madeira River, which formed an arduous and dangerous obstacle to communication between Bolivia and the outside world. It is on record that the length of time required by a merchant to transport European products from Brazil to Bolivia by portages over these falls and rapids was five months, and a fair average may be taken as three months. Besides this great loss of time, the loss of goods through the sinking of batalones (the native wooden barges) was enormous.

The building of the Madeira Mamoré railroad creates an epoch in the history of Bolivia and Western Brazil. Bolivia, closed in on the west by the snow-capped Andes and the rival republics of Peru and Chili, and on the east by the almost impassable rapids of the Madeira River and the Republic of Brazil, found itself isolated from the progress of the rest of the world, and its enormous resources were allowed to lie undeveloped. Its rich mineral deposits, its vast and fertile plains, its great forests with their wealth of rubber, cinchona bark, cacao, vanilla, cocoa, gums, dyewoods, cedar, and many kinds of ornamental woods remain in their primordial state, excepting for the primitive experiments of the inhabitants and one or two adventurous mining companies, who, by enormous expenditure and daring effort, have overcome the apparently insurmountable obstacles that opposed them.

The Wealth of Bolivia.

With an area of 600,000 square miles, and a population of 5,000,000, Bolivia is one of the richest countries in the world in natural resources. The whole country is drained by four large rivers, each navigable for over 500 miles, flowing to join the Amazon via the Madeira river. In minerals she has rich deposits of gold, silver, copper, tin, lead, mercury, rock salt, coal and iron. Her tin deposits are said to rival those of the



The Last Track Camp.

Malay Peninsula, but the impossibility of conveying heavy machinery to the mines has hitherto prevented them from being worked effectively. Her forests abound in the products already mentioned, and her plains are suitable for agriculture and cattle raising.

Brazil, Peru and Bolivia, all of which are accessible by the mighty Amazon and her tributaries, seem to be particularly worthy of Canadian enterprise. The falls and rapids of the rivers are open to exploitation by our great hydro-electric pioneers. These countries are large importers of flour, lumber and building material, agricultural and industrial machinery, boots and shoes and clothing. Bolivians are the largest exporters of some of the staple raw products required for manufacture, and there seems no reason why Canada should depend on the London and New York markets for staples which are necessary to her and may be purchased by her at the seat of production as freely as they are by the United States or European countries. Brazil is the largest producer and exporter of rubber, coffee, sugar, cacao and Brazil nuts. Canadian banks have already established branches there, and hold the field against all competitors in Mexico, Cuba and the West Indian Islands. The Royal Bank of Canada is established as far south as the Barbadoes, on the threshold of Brazil, and, in conversations the writer had with business men in the Barbadoes, it was prophesied that the Royal is like to get more business. In Brazil the two strongest banking companies are the London and Brazilian Bank and the London and River Platte Bank. A German bank is also in the field. Mr. Morgan Shuster, who recently retired from ruling the financial destinies of Persia, is now in Rio de Janeiro representing powerful United States interests, obtaining information and the necessary concessions to establish a bank, which probably will have its initial base in Rio. There are already sufficient Canadian interests in Brazil to justify the establishment of a Canadian bank, and were Canadian merchants and manufacturers disposed to enter the field, backed up by one of our strong banking institutions, there is no doubt that Canada would take her place among the nations in foreign markets.

In 1911 over $1,000,000 worth of flour was shipped from San Francisco to Bolivia alone. Brazil and Peru are also large consumers of farm products and canned goods, most of which come from the United States and the Argentine Republic. Surely Canada, instead of handing over her raw products to be manufactured by foreign mills for these and other markets, should, with the utmost energy, develop her manufactures as well as her great Western natural resources and take her place as a competitor amongst the exporting nations of the world. The President of the Canadian Manufacturers Association has very recently uttered a word of warning against the lack of expansion of Canada's foreign trade in comparison with her development in other directions, and when the time comes that an outlet must be found for production in excess of domestic demand, unless these new markets are entered at the present, when competition has barely commenced, it may be found later that Canada's place is already occupied. At all events, it will be a much more difficult task for her to gain a footing.

The Transportation Problem.

The history of the building of the Madeira-Mamoré Railroad is one of absorbing interest. The tract of country it runs through was, from the days of the early explorers, notoriously unhealthy. While Bolivia itself boasted an agreeable and healthy climate, as soon as an expedition entered the region of

the Madeira rapids its members became victims of malaria and other tropical diseases.

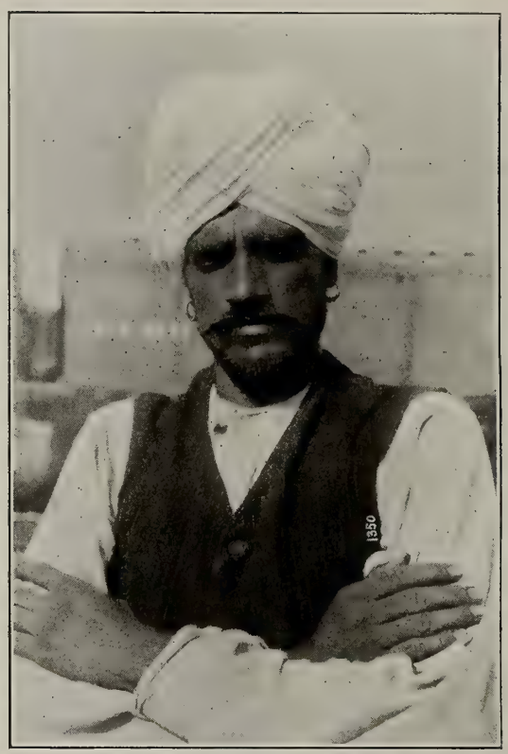
In 1867, as already mentioned, a "Treaty of Friendship Limits, Navigation, Commerce and Extradition" was concluded between Brazil and Bolivia. The latter country ceded to the former all rights in the rich Acre territory, and Brazil undertook to finance the building of a railroad which would give Bolivia access to the Madeira River, and then, via the Amazon, to the Atlantic. The undertaking was placed in the hands of Col. Geo. East Church, a distinguished engineer and South American pioneer, at one time president of the geographical section of the British Association. Col. Church, with a profound knowledge of the resources of Bolivia, threw himself into the project with energy and enthusiasm. The wealth of Bolivia seemed to him a rich prize to throw open to the competition of the civilized world. On March 1st, 1871, the Madeira-Mamoré Railway Company, Limited, was incorporated, and the contract for building the road was let to the Public Works Construction Company of England. On November 1st of the same year Col. Church, full of faith in the success of the scheme which, so far as its realization by him directly was concerned, was doomed to failure, selected the railway terminus at San Antonio, a small rubber trading town on the Madeira, which has the most evil reputation for yellow fever and other diseases of any town in the Amazon Valley. San Antonio has since been expropriated by the railroad, and by the most drastic sanitary measures has been for a considerable time absolutely free from the disease.

The Public Works Construction Company held the contract but a short time. They undertook to build the road for $3,000,000. They soon found that they could neither complete the road within the time nor for the price agreed upon, and, within little over a year, having accomplished practically nothing, they repudiated the contract on the ground that the whole enterprise had been misrepresented, "that the country was a charnel house, their men dying off like flies, that the road ran through an inhospitable wilderness of swamp and porphyry ridges alternating, and that, with the command of all the capital in the world and half its population, it would be impossible to build the road."

There followed this repudiation many years of litigation, which was one of the chief factors in the failure of the second expedition. This was undertaken in 1877 by Messrs. P. and T. Collins, railroad contractors of high repute in the State of Pennsylvania, builders of the Philadelphia & Erie Railroad and many others. On January 3rd, 1878, the first contingent left Philadelphia on the S.S. *Mercedita* to open up the new Eldorado amid a scene of immense enthusiasm from the crowds of spectators who had congregated to wish them luck. At San Antonio the work was commenced with energy. New arrivals swelled the working force. Material and provisions were rushed to the ground, and in eighteen months the whole line had been surveyed, 25 miles of right of way had been cleared through the hitherto impenetrable forest, 1,453 feet of trestles constructed, and 2.2 miles of permanent track laid. But up to this time Messrs. Collins had received no payments from the parent company. They were financing the whole enterprise themselves. The trust funds deposited by Col. Church in the Bank of England for the railroad were successfully tied up by hostile interests. Employees became discontented, on account of not receiving their regular pay. The season was very unhealthy; sometimes the whole force in San Antonio was incapacitated through sickness. Comrades were dying every day. Of 941 persons who left the United States in 1878 for San Antonio 23.6-10 per cent. lost their lives in a period of eighteen months. The work became disorganized and was abandoned.



A temporary trestle across a creek in the wildest part of the jungle



One of the many East Indians who worked on the line

For thirty years no further attempt was made to build the road. Messrs. P. and T. Collins had returned to the States financially ruined. Col. Church resigned his concessions. But in these thirty years mighty weapons were being forged by science, which in the hands of the third band of adventurous contractors were greatly responsible for the successful accomplishment of the task. Wireless telegraphy drew these secluded forests within a short distance of New York. The investigations of the Liverpool School of Tropical Medicine, and the practical experience gained by the medical staff on the Isthmus of Panama, made the fight against the dread diseases of the forest a sure victory for science. Along about 1906 Mr. Percival Farquhar took up the concessions resigned by Col. Church. A liberal contract was given to Messrs. May and Jekyll, who associated with them Mr. J. H. Randolph, all

men of wide experience in railroad building in Central America and Cuba. They were particularly suited to carry out the task. An unlimited supply of money was at their command. There was no initial limitation as to cost. *The road had to be built.* The partners were all men of strong character, inflexible, determined. The senior partner, Mr. May, an accomplished linguist, spoke with equal fluency English, French, Spanish and Portuguese. He could treat direct in their own language with the English and French stockholders, or the Brazilian and Bolivian Government representatives.

Towards the end of 1907 the first location party of the new enterprise landed in San Antonio. They fixed on a spot about three miles further down the river for the headquarters of the road. This spot was called Porto Velho de San Antonio, or the Old Port of San Antonio, but, if it ever was inhabited as a town, so many years had elapsed that the forest had grown to the river bank in virgin strength. Here began the fight which culminated in victory on June 30th last. Every inch of ground required for the road had to be hewn out of solid forest, the impenetrability of which cannot be realized by one who has not seen it. One or two venturesome employees, following the tracks made by the lumber gangs, have lost their way within hail of camp, and one young fellow who was not found till morning by the search parties sent to look for him, was brought into camp a hopeless idiot, deprived of reason by the solitude and the intangible terrors of the deep, silent forest.



A Trestle which will be Replaced by a Steel Structure.

Built Hospital First.

The first thing the contractors did after clearing the site for headquarters, and before a rail was laid, was to build the hospital and ice factory in connection therewith. Two large hulks were brought and anchored at Itocoatiara, on the Amazon, at the mouth of the Madeira river, 600 miles from Porto Velho, and these were made the base of supplies. A floating pontoon, connecting with an anchored hulk and coupled to rails running up the bank, was made the landing stage at Porto Velho, and a fleet of tugs and barges was put in service to keep up a continuous supply of material and provisions between Itocoatiara and Porto Velho. The hospital was rapidly pushed forward and organized by Dr. Carl Lovelace, with a staff of American doctors and nurses. Houses were built for employees completely enclosed in mosquito proof wire gauze. Messes were established and a commissary store which supplied every necessary and many luxuries required by employees was opened, and it is to the credit of the organization to say that there never was a shortage of anything in camp during the period of construction, although no purchases of provisions could be made nearer than Para, 1,600 miles distant. The business of the Commissary Department exceeded $1,000,000 in 1911, chiefly edibles, none of which was supplied from Canada. France, England and the United States were drawn on for foodstuffs. A machine shop and saw mill, with carpenter and cabinet makers' shops and foundry were started, and ultimately developed into a most complete factory for the erection and repair of all rolling stock and equipment. Other industries quickly put in operation were a bakery, cracker and macaroni factory and coffee mill, steam laundry and slaughter house, etc. Wharves were built on piles driven into the shifting mud of the river, and had to be renewed every year. Steamers were chartered in England, which, during high water between November and April, when the river rises as much as 60 feet, brought ties from Australia, rails from France and Belgium, rolling stock, fuel and provisions from England and the United States. It was satisfactory to a Briton to note that cars were furnished by English manufacturers on the pattern of cars used on American railroads.



View to the South of Porto Velho.

Laborers from Everywhere.

The difficult question of labor in a country practically uninhabited was settled by a recruiting campaign in the West Indian Islands, the Isthmus of Panama, France, Spain, Germany, and even Greece. In 1911 there was a force of 5,000 men at work. To feed this host in a barren country was in itself a problem. As the line advanced camps were established at about six miles distance apart. A sub-commissary supplied from Porto Velho with an assortment of everything kept in stock at headquarters was opened at each camp. The health of these temporary camps was maintained by as much drainage as possible, and by keeping down the grass and undergrowth in close proximity to the camp where mosquitoes might find harborage. Hospitals were established at convenient points under the care of a competent doctor, who visited all the camps in his circuit daily. Yet with

every precaution disease would declare itself, and it was a pathetic experience to wait at the hospital station near Porto Velho of an afternoon, when the train came in from the front, and see the daily contingent of emaciated victims of the deadly climate being carried out of the hospital car. It may be said that although there was naturally a great deal of sickness where there was so much unavoidable exposure, the death rate was comparatively low. In Porto Velho, which was laid out with a view to permanency with a complete system of sewerage and water supply and every sanitary precaution known to science, the death rate is now lower than any average city in Latin America.

Discipline of the Camp.

The strictest discipline was maintained in camp. Intemperance and offences against the sanitary and health regulations of the camp were punished by instant dismissal, with loss of all the benefits which would accrue on completion of a term of service. Malcontents were marked men and given no toleration. Payment of employees was strictly made on a fixed date. Facilities for remitting drafts to home countries and for depositing savings for safe custody were given to the meanest employee by the company. Food was inspected by the medical staff, and on their authority condemned if in the least tainted.

These vigorous measures, and the energy and inflexible determination of the contractors, were crowned with success, and they handed over the railroad with a complete daily



Rival Attractions.

service running on schedule time, almost exactly four years after the arrival on the ground of the first location party.

A tribute was paid to Col. Church in the recovery in San Antonio of an engine belonging to the Collins expedition, which had lain there for thirty years. As it lay in San Antonio, a melancholy remnant of the ill-fated expedition, by some curious freak of nature a seed dropped into the smoke stack, germinated and grew into a tree, which spread its green foliage over the engine. She was taken to the machine shops in Porto Velho and thoroughly renovated, and now, under the names of "Col. Church" and "Number 13," she hauls to the end of the line, which her first owners dreamed of but never saw completed, the manager's private car, erected in the railroad shops and beautifully panelled with native woods.

BRITISH MANUFACTURES.

Oversea Trade During 1911.

The following figures compiled from the second volume of the Annual Statement of Trade by the Tariff Reform League, show British trade in articles "wholly or mainly manufactured" with Foreign countries and British possessions respectively in 1911:—

FOREIGN COUNTRIES.

Protected Markets.	Population Millions.	Imports from £	Domestic Exports to £
Russia	(161)	1,600,000	8,700,000
Germany	(65)	46,400,000	27,600,000
Holland	(6)	3,600,000	9,600,000
Belgium	(8)	14,500,000	7,400,000
France	(39)	25,900,000	15,500,000
Switzerland	(4)	8,400,000	3,700,000
Portugal	(6)	500,000	2,000,000
Spain	(20)	2,700,000	3,700,000
Italy	(35)	3,500,000	6,200,000
Austria-Hungary	(50)	2,200,000	3,700,000
Total for above ten countries		£109,300,000	£88,100,000
United States	(92)	22,300,000	21,500,000
Total Protected Foreign Countries	(486)	£131,600,000	£109,600,000
All other Foreign Countries		13,500,000	112,200,000
Total Foreign Countries...		£145,100,000	£221,800,000

(N.B.—It will be seen that the leading protected foreign countries sold Britain in 1911, £22,000,000 more manufactured goods than Britain sold them.)

BRITISH POSSESSIONS.

	Population Millions.	Imports from £	Domestic Exports to £
South Africa	(1)	800,000	18,700,000
Australia	(4)	3,200,000	27,800,000
New Zealand	(1)	42,000	8,700,000
Canada	(7)	1,200,000	16,700,000
Newfoundland		300,000	500,000
Total self-governing Colonies	(13)	£5,500,000	£72,400,000
British India	(240)	6,200,000	49,400,000
All other British Colonies and Possessions		8,800,000	18,600,000
Total British Possessions ..		£20,500,000	£140,400,000

(N.B.—The self-governing Colonies—which give Britain preference—bought from Britain in 1911, £66,900,000 more manufactures than they sent the Motherland.)

MANUFACTURING IN CANADA*

By JOHN KIRBY, Jr.

President of the National Association of Manufacturers of the United States.

Our Growth has Surprised the Great Industrial Captains of the United States, but They Still Continue to Send Their Products Across the Border to Compete With Our Manufacturers. The Methods of Trade Unions.

WHILE the manufactures of the United States have now been developed to an extent which, in many industries, makes my country the greatest manufacturing nation of the world, this rapid development of our industries has brought in its train problems of most serious import, not only to manufacturers, but to the people of the whole nation.

These problems cover questions of finance, operation and labor, and they still remain to be solved in the best interests of the whole country.

You know that we have many leaders, or those who would be leaders, of public opinion, each with a different solution of these problems. With some of them we are making experiments through national or state legislation, or both. We have made mistakes in some of our legislative measures, and may make others.

Some, if not all, of these problems, I understand, are also coming to the front in Canada.

To some extent, perhaps, your watching of results on our side of the border many prevent you from making mistakes where we have made them.

The members of the two organizations of manufacturers in Canada and the United States are particularly fortunate in being in such close proximity geographically and in having so many things in common.

American manufacturers are genuinely surprised at the progress Canada has made as a manufacturing nation. Many of our manufacturers have been so interested in this development and the ever-widening market which Canada is providing for manufactured goods within her own borders, that they have come across the line and started factories of their own in order to take full advantage of the favorable conditions offered by Canada and its people for the development of home industries.

Well Represented.

I am told that between 200 and 300 branches of United States manufacturing concerns, or manufacturing enterprises more or less controlled by those interests, are now located in the Dominion.

Our manufacturers look upon Canada with admiring eyes because, first, of her high type of citizenship, and, second, because of the energetic and genial spirit of her citizens.

Years ago we used to hear that many Canadians were dissatisfied with the chances for employment at home, and therefore sought employment in the United States. This was gratifying to our people, because it meant the addition to our population of men and women who naturally made the best American citizens. Now the tide has turned the other way and the States are contributing largely to the growth of population as well as to the development of manufactures in the Dominion.

As manufacurers, we do not look upon this development of the Dominion in any narrow-minded way, and while we dislike to think that the United States still does not offer advantages of all kinds superior to those of any other land, we congratulate ourselves that if our citizens seek homes across the border they are going among a congenial people, and, moreover, are not always lost to us as customers.

We Are Too Good.

In fact, your rapid development in recent years has been such that notwithstanding the great growth of your manufactures you have become an increasingly valuable customer to the manufacturers of the United States.

Next to our common mother country and to Germany, Canada is by far the largest customer for our goods.

Notwithstanding the efforts of many of our exporters to cultivate the markets to the south of us, the fact that those markets contain a population about ten times as great as that of Canada, we sold to Canada last year goods to a value more than twice as great as our exports to all the countries of South America, and, in fact, equal to our total sales to all the twenty countries known as Latin-American, with a population of some 70,000,000 people.

While we do not buy so much from you as you buy from us, nevertheless, leaving out coffee and rubber, we purchased from you last year goods to a far greater value than we did from all the countries of the continent of South America. Next to the United Kingdom, you find in the United States the largest and most profitable market for the goods you have to sell.

Many lessons might be drawn from these comparisons. Among them stand out clearly the facts that proximity, knowledge of each other's wants and tastes and resources; the ability and determination to cater to those wants, and a common language, are leading factors in developing markets for our wares.

South America.

We all know, despite the comparatively small volume of our trade with the countries of Latin-America, that those countries are extremely important markets, now chiefly supplied with goods by the countries of Europe.

They are markets that are constantly growing greater, and while Canadians and ourselves will continue to be important customers of one another, they will find in the countries of Latin-America, and also in lands still farther afield, opportunities for the sale of many classes of manufactured goods to an extent little dreamed of a few years ago.

The world's population is steadily increasing, opportunity is greater than ever before, the demand for manufactured and

* From an address delivered at the Annual Convention banquet, Ottawa, September 26th.

agricultural products is constantly on the increase, and great industrial and commercial organizations are forming to supply these larger demands.

The age in which we are living has well been said to be one of organization. The progress and development of organization during the past 50 or 75 years has indeed been wonderful.

Not only are you materially aiding the world's progress and development, but, through your organization you are protecting your own rights and interests against attacks which in your country, as in mine, are constantly being made upon them by organized forces which are hostile to the public welfare, and which can be reckoned with only through organization.

If we direct our organized forces aright, always striving to make them count for equity, justice and righteousness in dealing with our fellow men, ever watchful that the power of organization is not abused, we who promote and assist in the work of our organizations will share in the reward that comes to all who labor in the cause of honest effort.

But it is essential that we stand firmly against wilful and malicious encroachments upon the fundamental principles of liberty and law which are the basis of these great achievements and the wonderful industrial developments that have naturally followed in their wake.

Danger of Unionism.

The trend of the times is toward the reversal of those two great principles. Some modern labor unions are making a desperate effort to destroy them and to dominate the industries as well as the commerce of our day.

The atmosphere is charged with two opposing currents, one a current of progress and development and the other a current of agitation and unrest, both struggling to pass each other in the same channel. The result is much the same as that of an irresistible force striking an immovable object.

Industrial chaos and uncertainty in the States is keeping step to the music of trade unionism and socialism, as in England, Australia, and other countries; and as it advances in any country so will it show itself in yours.

The problems must be dealt with, and organization alone will eventually solve it.

Trade unionism had its origin in the mediæval ages, when craftsmen formed themselves into what were called guilds, for the purpose of acting in harmony in the matter of conditions of employment, differences between masters and servants, and for mutual improvement in their several crafts. They had a wholesome effect, and the spirit of hostility did not enter into their methods. Cruelty and injustice were not practised by the guilds or their members, nor did they seek to control things which they had no right to control, as is now altogether too much the practice of modern labor unionism.

The craftsman took pride in the possession of his craft; the master likewise took pride in his possessions, and they worked peacefully together on terms of mutual friendship and respect, free from dictatorial interference by walking delegates and workless agitators, who in these days abound to the detriment of master, servant and the general public.

History of the Union.

But with the development of industry came new relations between the employer and the employee. The agitator became a meddlesome factor in the industrial world, and the labor unions were transformed into breeders of discontent and disorder. About 1749, in England, the workmen's combination laws were passed, making labor unions unlawful, but they were ineffective. The unions continued as secret societies in defiance of the laws and their penalties.

In 1824 and 1825 the laws prohibiting combinations were repealed, and other laws giving labor unions some legal status were enacted.

But the trade union, given legal recognition at that time, was far from possessing the legal privileges and powers which it has since acquired and now enjoys.

It did not even think of claiming protection from the operation of the common law, nor did it openly claim a charter license to privileges which were denied to all other classes of citizens as it does to-day.

Trade unionism did not develop to any perceptible extent in the United States until 1833, when it began to show itself in Philadelphia. It developed rapidly until about 1840, when it received a set-back and practically lost its power and influence, which, however, it began to regain in the "early sixties." At the present time, apologize for its shortcomings as we may, it stands out pre-eminently as the gateway to our nation's ruin.

In England Also.

England, once the most prosperous and powerful industrial nation of the world, is now trembling in the balance. Her industrial strength has been broken and her commercial power shattered to pieces as a result of her apathetic and temporizing policies of dealing with trade unions, and we are rapidly following in her footsteps.

Legislation enacted in 1871 wiped out much of the legal restriction theretofore placed on labor unionism in Great Britain. In 1875 there followed even more far-reaching labor legislation, in the passage of what is known as the "Conspiracy and Protection of Property Act," which provided that it should not be deemed conspiracy or a crime for two or more persons, acting as or in behalf of a trade union, to commit any act which if done or committed by one person would not be conspiracy or a crime.

Then came the Trade Disputes Act of 1906, providing that no action should be entertained in any court against a trade union, or any member thereof, in respect to any tortious act alleged to have been committed by or in behalf of a trade union or in furtherance of a labor dispute.

Funds Secure.

By this vicious legislation, in the interest of a class and for the encouragement and protection of law-breakers, the famous Taff-Vale decision was not to be repealed; the funds of labor unions were made secure against attachment, and responsibility for damage done by the unions and their members or agents was legally removed.

Here we have a fair illustration of the law-making body of a great nation enacting legislation legalizing acts of violence and crime of a favored class of citizens, but, if these crimes were committed by any other class they would be punishable under the civil and criminal statutes.

Is not England's present pitiable industrial condition the logical sequence to such a foolhardy legislative policy?

But what of our own country?

Haven't our legislators, State and National, catered, and are they not now catering, to the element that is, and has been, pressing the same kind of legislation, and are they not giving such legislation even more consideration than they give to much that promises beneficial returns to our people?

For more than ten years the president of the American Federation of Labor has worked, with the zeal and energy

worthy of a more humane or patriotic cause, to get through the Federal Congress and the various State Legislatures, anti-injunction legislation that would remove the writ of injunction, the mainstay of peace and security in times of labor troubles, from the pathway of the laborites' destructive policies.

And, for the same purpose, this arch agitator and "undesirable citizen"—if he is a citizen—has just as energetically endeavored to free organized labor from the operations of the Sherman and other anti-trust laws of the country, yet all the while working assiduously for the enactment of other laws that would give to organized labor privileges which are legally denied to all other classes of citizens, as well as immunity from punishment for criminal acts.

We have, as they have in England and elsewhere, plenty of demagogic politicians, willing to sell their birthright for a mess of pottage, who encourage these men in their unholy desires.

Workmen Suffer.

Meanwhile, in the face of existing laws, the constituent bodies of the American Federation of Labor have steadily and incessantly proceeded to pillage independent, self-respecting workmen. To what purpose? Merely to create a condition of industrial chaos, agitation and discontent that can result only in disappointment and ruin.



Wanted: The Right to Work.

It seems almost incredible that in this age of civilization the manifold and widespread despotism and the terrible evils to which these men have subjected the citizens of my country, including organized workmen themselves, in the enforcement of their demands, could or would be tolerated. Yet the fact remains that this revolutionary band of hoodlums, led by an unscrupulous pretender, have openly avowed their contempt for law and order, and have adopted, as their own organic law, the weapons of violence to assist their unrighteous endeavor to fasten on the country a tyrannical labor trust which will enable them to say to the farmer, "Your crops must perish if you will not harvest them under our rules;" to the manufacturer, "You shall neither produce nor transport contrary to our will;" to the merchant, "You must neither buy nor sell unless your wares bear the brand of our approval;" to the workman, "You must wear our yoke or starve;" and to those who belong to none of these classes, "No use kicking against the inconveniences and losses to which our tyranny subjects you."

This is the real aim of the principal leaders in what they choose to call "The American Labor Movement."

This is the goal to which many well-meaning but short-sighted people, who have a tendency to sympathize with and encourage laboring men, are sending them. Their depredations extend from the cruel boycott to devastation and murder, and the cases of each are as numerous as the stars in the heavens. Their weapons are intimidation, coercion, assault and dynamite. Their slogan, "The Brotherhood of Man," is a delusion and a snare, a humbug and a lie. Their ultimate purpose and the inevitable and logical result of their anarchic policies, if permitted to continue, can only be the ruin of civilization, that has taken so many centuries of thought and effort to build up.

They threaten us with a crisis which demands clear thinking and courageous action. All masks must be thrown off and every right-thinking citizen must come forward and declare himself for righteous industrial freedom.

If we are to go forward as intelligent and prosperous people, the independent laborer must feel free to go to and from his labors without fear of "picket" interference or of the slugger by the wayside, and the merchant, the manufacturer and all others must be free to follow their vocations without let or hindrance, save that which comes from violation of ordained law.



The "Peaceful Picket." He "Doesn't Do a Thing to Them.

What, then, is to become of the great industries which have developed in these modern times? Shall they be dominated by organizations of men who had no hand in their creation and whose very principles are preventive of developing anything, except union men and general industrial chaos, and whose main purpose is the creation of a labor monopoly, and a general downward levelling of the whole human family?

This is a question which we, across the border, have staring us in the face, and I venture to say that the Niagara River has not kept it from your shores.

In speaking as I have about trade unionism I desire to cast no discredit upon labor organizations which are founded upon an enlightened public conscience and which base their operations upon the principle of equity and justice, and which recognize the right of all laborers to sell their labor under such lawful conditions as may seem best to them.

I freely accord to wage earners the same right to unite in lawful organization for the advancement of their mutual interests as is accorded to all other classes of citizens. But I deny the right of any class of citizens to organize into societies for the purpose of taking unto themselves rights and privileges which belong to others, for the further purpose of compelling others either to join their societies or starve. Such right has always been denied by all fair-minded men, and it always must be, if human justice is to prevail.



The General Strike Syndicalist to Socialist: "We must smash things up before we can get Socialism."

The Great Western Iron, Wood and Chemical Co., of Dorchester, N.Y., with a capital of $500,000, will establish a branch office in Prince Albert, Sask.



British Financiers in Pumpkin Patch, Bungalow Ranch, Southern Alberta.

THE LATEST WESTERN IRRIGATION PROJECT

By E. CORA HIND

AMONG the experts who deal in dry farming and irrigation problems, land which has a rain-fall of less than 20 inches is designated as semi-arid.

In the Province of Alberta there is a big triangle, formed by the C. P. R. The apexes of this triangle are at Calgary, Medicine Hat and Lethbridge, and the south-east portion of this triangle between the 4th and 5th meridian and on either side of the 51st standard parallel comes under the head of semi-arid, although it lies in the Valleys of the Bow and Belly Rivers, with the South Saskatchewan on its southern boundary.

This section has one of the finest soils in the Canadian west, a rich, chocolate-brown loam, with a fine clay sub-soil, and even with the somewhat scanty rain-fall, has always produced an abundant growth of "prairie wool," a short, fine grass, which, maturing on its own stems very early, is one of the most nutritious native fodders known to cattle men in North America. On account of this excellent feed and the fact that there was always abundant drinking water in the rivers, this section was for many years one of the most highly prized ranching districts in Alberta. One of the men who ranched in this section for many years was James. D. McGregor, of Brandon, Man., a man whose name is known throughout Canada in connection with many enterprises, and one who has done, perhaps, more than any man in Canada to make Aberdeen Angus cattle famous. Many years ago Mr. McGregor had an idea that this land, if it could once be irrigated would be enormously productive, and he had tried, around the camps of his cattle men, a number of experiments to see what the soil would produce and found that, even with the scant rain-fall, with proper cultivation it was possible to produce enormous crops of oats, wheat, corn, and potatoes, while pumpkin, squash, cucumbers, tomatoes, musk melons and water melons all ripened perfectly in the open.

Although he discussed the matter with moneyed men from time to time, it was not until about five years ago, when British capitalists had awakened to the possibilities of profitable investment in Alberta, that he was able to get the project seriously considered by British financiers. At that time a plan was roughly drafted, and was submitted for consideration in London. It was very favorably received, and the Southern Alberta Land Co., Ltd., was immediately organized. and 400,000 acres of lands, which had been selected by Mr. McGregor, were purchased, and the company set about the business of putting in an irrigation plant.

No great enterprise of this kind has ever been gotten under way without disappointments, pains and tribulations, but during the first week of the month of September the projector of the enterprise had the pleasure of seeing the irrigation system formerly opened by His Royal Highness, The Duke of Connaught, in the presence of some forty of the leading financiers of Great Britain.

After topographical surveys of the various possible routes for the irrigation system had been made, and this was a costly and difficult business, it was decided that the best results would be obtained by bringing the water from the Bow River at a point forty miles south-east of Calgary, and carrying it by irrigation canal 119 miles to the company's land, thereby giving one of the longest feeder canals in the world.

There were six serious obstacles in the path of this plant, none of them, however, presented any unknown engineering problem, though, as the work went on, there were a number of surprises and some disappointments. The intake for the water was made at Johnson's Island, and it was necessary at this point to raise the river 12 feet in order to bring the water to the height of land. To do this a concrete spill dam was put in across the small channel, an earthen dam across the island and a concrete diversion dam across the larger channel, where the intake was placed. From this intake the canal swept around the bold line of the hills in a north-easterly direction for five miles, to a point where the engineers decided that the water must pass in order to follow the

height of land and command the largest possible irrigible area. Here was encountered the first and most serious of the six obstacles, for in order to take the water through at its proper level it was necessary to make a cut 64 ft. deep and 1¾ miles long, and as the sides of this cut showed signs of sliding from exposure to frost and disintegration from natural springs it was deemed necessary to put in a concrete conduit 22 ft. wide and 16 ft. high. This cut is not only the largest in connection with irrigation work in Canada, but it has few equals on the American continent, and not many in the world. The actual amount of earth removed was 1,500,000 cubic yards.

The West and East Arrowwood Creeks formed the next obstacle. These are small streams, but have high banks. The West Arrowwood was overcome by a flume 1,050 ft. in length and 46 ft. high, but the east branch was more difficult, the water had to be syphoned across. Twin syphons 1,200 ft. long were put in, with inlets and outlets of solid concrete, the water head being 135 ft. These pipes were raised on wooden cradles, and the interior diameter of each is 7 ft. 6 in.

One of the defects of the irrigation, which has so far been carried on in the Canadian west has been that the water was too cold, the supply of all these rivers in Alberta being from the glaziers in the mountains. Mr. McGregor was determined to overcome this difficulty on the start, and the canal from the East Arrowwood was carried around the height of land to Snake Valley, a wide, rather shallow valley, with shore-like sides. This valley looks as if nature had originally intended it for a lake and forgotten to put the water in. It was dammed at each end, thereby constructing a lake 22 miles long and from ½ mile to 2½ miles wide, and 30 ft. deep, giving a storage capacity of an acre foot of water for every acre of land the company owned. The dams necessary to confine this water were enormous. The north dam is 3,000 ft. long, and 46 ft. high, and consumed 300,000 cubic yards of earth in construction. The south dam is 1,900 ft. long, 40 ft. high and contains 115,000 cubic yards of earth. The inner wall of both dams are well rip-rapped and grouted, and have toes of cyclopean masonry. The outlet capacity from this reservoir is 1,000 second feet. The boulder stone for the rip-rapping was collected from the surrounding country, and as there are very few stones in Alberta, this in itself was a gigantic task. The company bought the stone by the cord, and many a new settler got his first start in this way. It is claimed now, with every appearance of truth that there isn't a stone to throw at a dog within a radius of 50 miles of this lake. Apart from its uses as a reservoir for the water of the canal, this lake is situated so that in time it will become a pleasure resort for both Calgary and Lethbridge.

The next obstacle in the course of the canal was at the Little Bow River. In order to maintain the canal at the height of land, it was necessary to hang it on the precipitous cut banks of the Little Bow, and this entailed the excavation of 200,000 cubic yards of rock work in nine miles. The aggregate cost per mile being $120,000. It was necessary, of course, to protect the canal from wash-outs, and four re-enforced concrete washways were constructed, and also ¼ mile of concrete-lined ditch. Next to the big cut, this was the most difficult work on the whole canal. It has added a very picturesque feature to the landscape. After leaving the Little Bow the canal turns north for a short distance, and then almost due east. The fall of the country is very abrupt, and in order to maintain the proper gradient it was necessary to put in a series of 9 drops, by which the water is lowered gradually 142 ft. These drops are all re-enforced concrete with trapezoidal weirs and wing walls and cushions of concrete. These drops have a compensation outside of the lowering of the water to the neecssary level, as they have made possible the development of 15,000 horse power, 2,000 horse power will be developed immediately and be used for pumping water on to lands which cannot be reached by gravity, adding 20,000 acres to the irrigible area. It is expected that before long much of this electric power will be used for the operation of inter-urban tram cars and the lighting of various town sites.

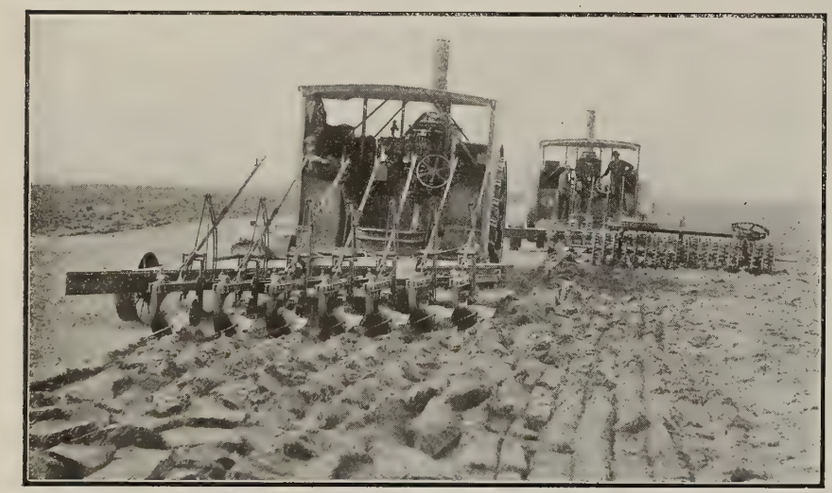
The next obstacle encountered by the canal was a shallow valley, one mile wide, and across this the water is carried in a flume 4,860 ft. long and 45 ft. high, raised on 1,000 concrete pedestals. It contains 1,800,000 ft. (board measure) of British Columbia fir, 20 tons of bolts and washers, 350 kegs of iron spikes and 1,500 barrels of cement.

The last great work on the canal was the Bow River syphon. At the intake it was necessary to raise the water of the Bow River 12 ft. to bring it to the height of land, and when, after some 200 miles of wandering, the canal and the river met again, the canal was 200 ft. above the water, and it was necessary to syphon the water across. In order to do this it was first necessary to construct a steel bridge with concrete piers. The bridge is composed of 5 spans 120 ft. long and is strong enough to carry, in addition to the syphon, the ordinary highway traffic and the heaviest interurban street car. The syphon is 6,550 ft. long of continuous wood stave 3½ in. thick and banded with ¾ and ⅞ in. bands of steel. None of these bands are more than 9 in. apart and many of them only 2⅛ in. The internal diameter of this pipe is 8 ft., and it carries a water head of 186 feet. The capacity of the pipe is 360,000 ft. per minute. When the water of the Bow River crosses in this syphon the irrigation system is reduced to a matter of main ditch and laterals. There are, of course, all the necessary additional protection reservoirs to provide for overflow, and the canal will have its own system of ditch riders, telephones and other modern adjuncts that will safeguard not only the canal, but the community through which it passes.



Cottonwood Hedge, Three Years from Planting, Southern Alberta.

The Government regulations require that wherever the canal crosses a Government road the company must put in



Breaking Sod on Irrigation Lands, Southern Alberta.

a substantial bridge, with suitable approaches and maintain the same in good order, and already 200 of those bridges have been constructed. On their own initiative, and for the convenience of the public, the company have made the tops of both their north and south dams into splendid roadways, protected by stone copings and iron rails.

This is the story of the construction of one of Canada's greatest irrigation works and it would be incomplete without some idea of a country which will be watered by the canal and what that country can produce. Mr. J. D. McGregor, who has acted as managing-director of the company throughout the construction of the work, is a very enthusiastic westerner and a very practical farmer and the three years of construction have been utilized by him in experiments as to what the country could produce, even without irrigation, and two large experimental stations, one known as "The Home Ranch" and the other as "The Bungalow" have been obtained. On these farms, particularly on the "Bungalow," plantations of trees have been set out, and to-day there is a splendid growth of every tree that is hardy on the North American continent. As has been stated already, everything in the line of vegetable grows luxuriantly and matures readily. The alfalfa and corn experiments are perhaps among the most interesting, and they point to the active production of beef and dairy products in the future. The excellent crops of alfalfa have been grown both for fodder and seed without irrigation at all. The small plots of this which have been irrigated have given the enormous yield of 5½ tons per acre, in three cuttings, and corn has yielded well, ripening early. In making these experiments the company has made no claim of being philanthropic; they plainly state that it is their idea that men buying irrigated lands should know beforehand what those lands will produce under almost any conditions.

The ideal irrigation farm is one which markets its products in concentrated form, and, therefore, if a man knows that he can produce beef, mutton, pork, butter, cheese and eggs readily, his next consideration is a market, and in this particular this new irrigated section will be very fully supplied. It was the intention of the company to build their own railroad from Suffield, on the main line of the C. P. R., through to Calgary or Lethbridge. The C. P. R., however, volunteered to build this railway for them, and is is now almost ready for the steel. It runs throughout the entire length of the company's lands and on through a splendidly fertile area to Lethbridge. There will be eight town sites on this line, and most of these will be supplied with water from the irrigation, and several of them will be supplied with natural gas, as they are in the natural gas area. Ronalane, which is called after Major-General Sir Ronald Lane, will have natural gas, sewers and a complete water system before it is put on the market. It is situated on a beautiful bend of the Bow River. The man farming in this section will have growing markets at Medicine Hat, Lethbridge and Calgary, he will have three lines of railroad to carry his products to British Columbia, and he will not be too far from the markets of Regina and Winnipeg for profitable shipment.

In putting in this ditch the Southern Alberta Land Co. have carried the water over 119 miles of excellent farming land, some of which requires irrigation and some which does not. They are, however, prepared to supply water along any part of this route where the farmers desire to get it.

This irrigation scheme is just one more of the big things which are being done by private enterprises to develop the Canadian west, and this time it is a section which was hitherto considered almost unfit for agricultural purposes, owing to its slight rain-fall.



Growing Alfalfa for Seed on Ranch, Southern Alberta.

WHAT CANADA COULD DO WITH WOOD SHE EXPORTS.

Fifty-six per cent. of the pulpwood cut in Canada during the year 1911 was exported to the United States. This is the fact shown by statistics collected by the Forestry Branch of the Department of the Interior.

The total quantity of pulpwood cut in Canada during 1911 was 1,520,227 cords. The quantity exported amounted to 847,939 cords, while the remaining forty-four per cent. (672,288 cords) was manufactured in Canada.

The value of this pulpwood was $5,340,592 (an average of $6.29 per cord). Had the wood been retained in Canada and manufactured here, it is estimated that the value would have been increased to about $15,000,000.

Had Canada manufactured into wood-pulp all the pulpwood she produced, she could have had enough to supply a hundred and twenty-two mills of the average size of those operating in Canada, instead of the fifty-four she now has. Quebec could have supplied sixty per cent. more mills than she is now doing, and New Brunswick could have doubled the number of her mills.

A site has been chosen for the erection of a $30,000 hotel in Atlin, B.C., for the White Pass and Yukon Railway.

TRADE OF GERMANY AND CANADA

By DR. STRESEMANN

In an Address Delivered at the National Club, Toronto, Recently, after a Luncheon Tendered Him by the Board of Trade and the Association. He Said That Germany Wants no War but Much International Trade.

PERMIT me to express to you my sincere thanks for affording me an opportunity to appear here as a guest in the midst of such prominent corporations as the Board of Trade of Toronto and the Canadian Manufacturers Association. I know how to value this honor the more, as I am aware that I am a guest of the most prominent of the leading representatives of Commerce and Industry of this great country, which, more than ever before, has centred upon herself the eyes of the world; a country of vast future possibilities, which has already made astonishing progress.

I appear before you here as president of an association formed in Germany, namely, The German-Canadian Economic Association, a society which has for its object the promotion of trade relations between Canada and Germany. Let me say a few words regarding these relations.

Between England and Germany there have existed traditional friendly relations for over a hundred years. When we look at the development of these two of the largest of commercial and industrial nations of the world we can say that nearly at all times England, with her colonies, has been one of Germany's best customers, and *vice versa.* Germany, with its growing consumption, has been the best purchaser of England and her colonies. These relations have only once been clouded, when those well-known differences occurred between Canada and Germany, which originated in the preferential position of English goods imported into Canada. I do not want to enter into a discussion of the question whether this Preference constituted a violation of old treaties. The German merchants and manufacturers were, in any event, of the opinion that the future of the trade relations between such large nations must be based upon a mutual understanding and not upon conflict. I was the first to bring up this point of view prominently in Parliament, when, in an address I directed the Chancellor's attention to this opinion of the German commercial circles. This resulted in the representatives of commercial and industrial circles forming themselves into a German-Canadian Trade Association, and amongst these I may name presidents of the Hamburg-American line and the North German Lloyd, prominent men in the banking business, Boards of Trade and Commercial Associations. It was the endeavor of this association to improve the strained relations and put an end to the discriminations in commercial duties. This aim, through the assistance of this Association, we are glad to say, has been reached. Both countries have profited thereby.

Removal of the Surtax.

Since the removal of the Surtax, the trade of Canada with Germany has increased 50 per cent., Germany's trade with Canada has increased 35 per cent., and this development continues to increase in both countries in proportion.

Now, however, in my opinion, the merchants of both countries should endeavor to strengthen these trade relations. A successful foreign trade depends upon the permanency of the trade treaties upon which it is founded. The present trade arrangement between the two countries can be dissolved by either upon short notice. This, without question, does not tend to promote trade relations. This arrangement is built solely upon the concessions of certain tariff items. Germany has granted to Canada the position of the most favored nation on twenty-five articles, but the German custom tariff contains 946 tariff items, and on 328 of these items the convential tariff rate may be granted. There should therefore be a wide field for the extension of the Canadian trade.

The trade relations of both countries should be made practically dependent upon each other. In Canada, you have, through a surplus of births over deaths and increasing immigration, a quickly growing population. You have flourishing agriculture and rapidly expanding industry. Twofold, however, is the task of the Government of a country with a largely industrial population, and that is to secure the safety of the domestic market and to establish permanency of export. The German merchants and manufacturers are very far from being opposed to protective duties.

As they demand Protection for their own products, they recognize the right of other nations to do the same.

Reconciled.

The German merchants are no longer complaining against the British Preferential Tariff. They have recognized that there preferential duties involve a principle of relation between Great Britain and her colony concerning these two only.

But I believe I may assert that it is not a one-sided German interest, but a joint Canadian and German interest that we are looking forward to in the endeavor to strengthen the trade relations between these two countries. Germany is a growing nation with a population of sixty-six millions. In less than a score of years she will have to feed within her boundaries over eighty millions. She is an industrial nation, and her agriculturists are not in a position to furnish her with all the food stuffs she requires. The imports of agricultural products into Germany amount to more than $750,000,000. How very small is Canada's share in these imports! How much more could the German market be enlarged for the Canadian farmer ! And the prosperity of the Canadian farmer is of immense benefit to Canadian industry, inasmuch as prosperous farmers are the manufacturers' best customers.

I must also direct your attention to the fact that there is a large import of industrial products into Germany, notably from the United States. With regard to Canada, I will mention the import of agricultural machinery, of which Canada furnishes Germany a large percentage of the import.

What is lacking for a mutual increase of the exchange of products between the two countries is the establishment of a closer and more friendly relation between the business men of both countries.

The German-Canadian Economic Association has always co-operated with the Canadian Trade Commissioner at Berlin, to assist Canadian firms in opening up commercial connections, and to furnish them with needful information, and it stands ready and willing to extend this service in every way.

To Improve Shipping.

Permanent trade relations on the basis of a fair give and take in the exchange of products, would, at the same time, tend towards an improvement in shipping facilities between Canada and Germany.

As already mentioned to you, both the Hamburg-American Line and the North German Lloyd are represented on the Board of our Association by their presidents. Both lines are very much interested in having their service to Canada improved. This, of course, is only possible through an increase of freight, consequently dependent upon an improvement of trade relations.

Also, an improvement in the news service, through direct cable connections between Germany and Canada, would be of special advantage to these two countries, and is therefore desirable.

On this day on which I address you here, two prominent members of your Canadian commercial community, namely, Messrs. Somers and George, are guests of the Board of Trade of Berlin. I hope that both gentlemen on their return will confirm to you the accuracy of the description which I have given of Germany as a market for Canadian products, and that they will also confirm my statements regarding the feelings and sentiments of the German nation, especially the sentiments of the German commercial world, toward England and her colonies, are of an entirely friendly nature.

It is with great regret that I have found the opinion existing in Canada, strengthened by many erroneous reports, that the German Empire, the German Emperor, or the German nation, are entertaining unfriendly feelings toward England. It is positively ridiculous to assert that any responsible German as much as dreams of war against England,—or if he does he is ashamed of himself when he wakes up.

I have been a member of the German Parliament for five years, and I am likely to run again for office. For a considerable number of years I have been connected with the leading industrial and commercial organizations, and as a public man I have spoken in hundreds of political and industrial meetings, from one end of Germany to the other. I am, therefore, fully conversant with the feelings entertained by the German people. I can assure you that there is no one in his senses who would wish to see a war between Germany and England. Of all those gentlemen who have interviewed me in connection with the war-talk, I have asked, "What reasons should Germany have for starting a war?" More than ten thousand millions of German capital is invested abroad. We have several thousand millions alone invested in our Merchant Marine service. The whole welfare of our growing population is based upon the prosperity of our commercial industries. Do you really believe that there is in Germany one man imbued with any sense of responsibility, who would jeopardize the future of this great nation in a war with England?

What is There to Gain?

What would we gain by such a war? We do not envy England her colonial possessions nor her industrial development. For twenty years we will be busy developing our own colonial possessions. We furnish England alone more than one thousand million marks of goods per annum, and any injury to England would be an injury to our most valued customer, just as any defeat of Germany would be an injury to England and her colonies, inasmuch as it would deprive them of one of their best customers and biggest buyers.

The German Emperor once said, "Blood is thicker than water." He wanted to express the conviction that the relationship and joint inheritages of these two large and powerful countries have a stronger influence to draw them together than the barrier of the seas between them can exert to separate them. We have the biggest army in the world, yet we have had peace for over forty years, and we want to be at peace with all nations in the future. We know the Kaiser, and all who know him know equally well that he is the best friend of peace in the world. We are pleased that we have so many things in common with England in an intellectual sphere. It has been said in England that the plays of Shakespeare are seen in Germany more frequently than in England. England also sends her representatives to Weimar for the celebration of Goethe's birthday, to show appreciation of this great genius. The merchants of both nations have, I believe, their reason to appreciate each other as honest business men.

Indeed, at present the international situation finds England and Germany joined in the same endeavor to localize the war in the Balkans, and to see that the big nations are not drawn into this struggle.

Please regard the view points presented by me as representing the efforts of the Germans in endeavoring to strengthen the relations between the two countries. Let us hope that the basis of good commercial relations between your great Canada and the German Empire will form at the same time a basis for a better-natured understanding of the two nations for the peace of the world.

Please accept again my sincerest thanks for the honor conferred upon me in giving me to-day's opportunity to address you, and I also thank you very much for the kindness you have shown to my colleague and collaborator, Dr. Hammann, who, as Secretary of the German-Canadian Economic Association, has been in this city for some time, gathering information for a propaganda for the aims of our society, and who has done considerable pioneer work. Both of us must now return to our homes. I am sure you appreciate our work and our unselfish efforts, and I confidently hope that your powerful and influential bodies will also take hold of the broad aims our organizations stand for, because if we are united in such aims, ultimate success will be inevitable.

The invited guests were: Dr. Gustav Stresemann, President of the German-Canadian Economic Association of Berlin, Joint President of the Standing Exhibition Commission, President of the Federation of Saxon Industrials, etc.; Dr. H. Hammann, Secretary of the German-Canadian Economic Association, of Berlin, Germany; Mr. J. E. Atkinson, Dr. R. A. Falconer, Prof. B. E. Fernow, Prof. C. E. Horning, Mr. C. A. C. Jennings, Prof. D. R. Keys, Dr. J. A. MacDonald, Mr. H. J. McLean, Mr. Emil Nerlich, President of the Deutsche Verein, Toronto, Mr. Frederick Paul, Mr. J. Henry Peters, Acting German Consul, Mr. J. Ross Robertson, Mr. A. E. S. Smyth, and Mr. J. S. Willison.

Among those present were:—Of the Executive Council of the Toronto Board of Trade: H. Brock, 1st Vice President; W. P. Gundy, 2nd Vice-President; Jno. F. Ellis, Past President; F. G. Morley, Secretary; Council: N. Blain, J. G. Kent, H. Munroe, J. J. Gibson, C. Marriott, W. G. McKendrick; Of the Executive Council of the Canadian Manufacturers Association: Mr. R. S. Gourlay, President; Mr. Booth, Treasurer; Mr. G. M. Murray, Secretary; Mr. P. W. Ellis, Mr. John Firstbrook, Mr. Howie, Mr. J. P. Murray, Mr. Phillips, Mr. Wm. Stone, Mr. D. O. Thorne, Mr. Tindall, and Mr. Morley Wickett.

Imagination is the motive power of business. Without the capacity to look into the future, to anticipate development and to see visions, the individual worker is merely a mechanical unit of the great engine of trade.

* * * *

Inferior goods may bring you in a pound or two to-day, but will be the means of landing you in the bankruptcy court a few months hence. Always supply the right article and the customer's confidence is yours for good.

MR. GOURLAY'S REPLY TO DR. STRESEMANN

He Pointed Out that We Admit Almost as Much German Goods Free of Duty as Our Total Exports to Germany.

Gentlemen of the Board of Trade and of the Canadian Manufacturers Association:—

It affords me much pleasure on your behalf to thank cordially Dr. Stresemann and his colleague, Dr. Hammann, for this visit on the important mission of establishing good will and better trade relations between Germany and Canada; and also to express our high appreciation of the thought that inspired this pilgrimage, as well as for the most able and delightful address which we have just heard.

As you and I listened to Dr. Stresemann conveying the desire of German business men for the deepening and developing of these cordial relations, I was impressed with the thought that the Doctor's visit here to-day is in itself a vital and unmistakable evidence of that desire. Canada's share of the $750,000,000 of Germany's imports is so small that I am almost ashamed to mention it. Yet, I am sure that on account of this address, we have each resolved, in so far as Germany's protective tariff will permit, to do all we can to foster and augment that trade. I will, therefore, with your permission, quote from our trade blue book to show Canada's trade with Germany's sixty-six millions of people. We sold to Germany last year:—

Breadstuffs (cereals)	$990,727
Fish . .....'.....	134,705
Fruit	60,175
Metals	246,723
Oils and Oil Cake	46,722
Provisions	4,573
Seeds	192,113
Lumber	11,258
Furs	153,968
Total	$1,840,964
Agricultural Implements	630,142
	$2,471,106

A Small Percentage.

That is, we sold Germany $1,840,964 worth of natural products, $630,142 worth of agricultural implements, and about $160,000 worth of all other commodities, making a total of only $2,633,017 of the $750,000,000 worth of goods imported by Germany. This is an insignificant amount which, if at all possible, we shall certainly strive hard to increase; for it is apparent that there is room for great expansion of trade, and I am sure the business men of the Dominion will do their utmost to promote it.

On the other hand the blue book records the fact that we bought from Germany last year goods to the value of $10,087,199. In the ratio of our respective populations this indicates that we spend in Germany nearly $40 for each $1 that they spend with us. We must seek the trade of our friends in Germany as wisely, as energetically and as persistently as we follow trade in our own country, or as our German friends seek it here.

In this connection, Dr. Stresemann will permit me to mention that, under our tariff regulations last year, we admitted into Canada from Germany free of duty, goods to the value of $2,533,900, almost the total amount that Germany purchased from Canada. Although this was primarily done for the benefit of Canada, it is a tariff concession of value to German business men and should not be lost sight of in our trade relations and negotiations.

I would also assure Dr. Stresemann that much as we value his mission and splendid address on behalf of larger trade relations, yet far, far more than these, we value and appreciate his message of fraternal good-fellowship and peace. As business men, we are at one with our German confreres in hating war, and feel that no sane business man ever desires war. Therefore he can assure his associates and fellow-countrymen that in Canada, loyal as we are to the British Empire, we are united to our German friends in a kinsmen's bond and will co-operate with them in hating war and in striving for such continued friendly relations as will ensure peace for all time to the honor of both great Empires.

THE REQUESTS OF AN EMPLOYER.

Rule 1. Don't lie—it wastes my time and yours. I'm sure to catch you in the end and that's the wrong end.

Rule 2. Watch your work, not the clock. A long day's work makes a long day short, and a day's short work makes my face long.

Rule 3. Give me more than I expect and I'll pay you more than you expect. I can afford to increase your pay if you increase my profits.

Rule 4. You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt.

Rule 5. Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

Rule 6. Mind your own business and in time you'll have a business of your own to mind.

Rule 7. Don't do anything here which hurts your self-respect. The employee who is willing to steal for me is capable of stealing from me.

Rule 8. It's none of my business what you do at night, but if dissipation affects what you do next day, and you do half as much as I demand, you'll last half as long as you hoped.

Rule 9. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need one for my dollars.

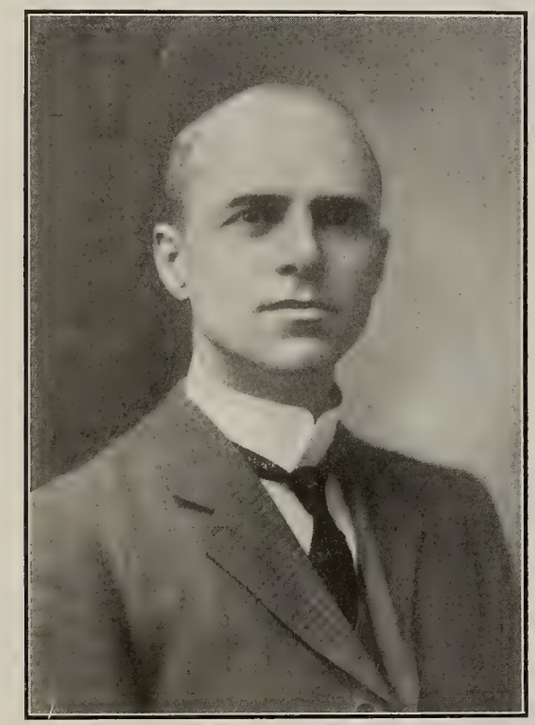
Rule 10. Don't kick if I kick; if you're worth while correcting, you're worth while keeping. I don't waste time cutting spots out of rotten apples.—*Retail Lumberman.*

INDUSTRIAL ACTIVITY IN ST. JOHN'S, N.B.

It is announced that the factory to be used by the newly organized company for manufacturing woollen underwear at Moncton is a three-storey building 165 ft. long, that other buildings will be added, and that the factory will begin operations in December, using natural gas for power purposes. Natural gas is to be piped to Sackville and Amherst next spring, and the citizens have been asked to bear this fact in mind in constructing new buildings. The first carload of coal from Sir Thomas Tait's new mine at Minto has been shipped to Fredericton. When the Gibson and Minto line is completed, shipments will be made on a large scale. The coal is of excellent quality. The St. John Railway Company has begun the erection of a chimney 250 feet high, and will add an engine and generator and three very large boilers to increase its capacity to provide electric power for factories.

TWENTY-THREE YEARS IN CUSTOMS

Mr. J. R. K. Bristol, who succeeds Mr. R. W. Breadner as manager of the Tariff Department, has been twenty-three years in the Canadian Customs service, having received his first appointment in 1889. Afterwards he acted as private secretary to the Hon. N. Clarke Wallace, the Hon. John F.



J. R. K. BRISTOL
Newly Appointed Manager of Tariff Department.

Wood and various Controllers of Customs. His ability secured his appointment to the Board of Customs, which is practically a committee of tariff judges and experts. After holding the office of Dominion Appraiser, he became Inspector of Customs. He is a member of the Statistical Commission, appointed by Order-in-Council on May 30th of this year, for the purposes of classifying scientifically the statistics prepared by the various Government departments.

Born in Canada, educated in Canada, and matured in the Canadian Customs, Mr. Bristol should be a valuable officer to the Association.

A DARING SWINDLE

The Canadian Brotherhood of Railroad Employees Put Manufacturers on Their Guard Against United States Agents.

To warn manufacturers and their men against fraudulent book agents, the Canadian Brotherhood of Railroad Employees have sent the following letter to INDUSTRIAL CANADA. It refers to an incident which occurred in Montreal recently.

Solicitors have visited the railway car and supply men of that city, offering for sale a book for which some subscribed as high as $50. The letter denouncing the imposters reads:

"As it is important that our manufacturers should be on their guard against impositions we take the liberty of addressing you on this subject, and trust that the information supplied will assist in preventing future deceptions along this line.

"Information has recently reached us that quite a number of outsiders are now in our midst presenting applications to our business men for advertising or subscriptions on behalf of railway organizations which have no affiliation in Canada whatever, though such appeals are always represented as on behalf of our own railroad employees.

"This is a regretable state of affairs, especially as our manufacturers are under the impression that they are patronizing their own railroad workers, when instead they are supporting orders in the United States. Of course, we cannot deny that our Canadian order is somewhat to blame for allowing this class to come in and fleece our merchants so easily, but you will appreciate that, as we cannot forbid these American Associations to solicit in Canada; it is impossible to control the situation unless we have some understanding with our business public.

"The only official paper published in Canada on behalf of a Railway Employees' Brotherhood is known as *The Canadian Railroad Employee*, which is issued directly from and on behalf of the Canadian Brotherhood of Railroad Employees. Our order is a purely Canadian one, duly incorporated, with branches in all parts of the Dominion, from Halifax to Vancouver. Mr. J. D. Sullivan, of Montreal, a railroad man and member of the order, is the official editor.

"Any other publications of this kind are the property of International or American organizations with headquarters in the United States, and representatives soliciting on their behalf should present credentials from their official editors across the line.

"As it stands at present we estimate that at least eighty per cent. of the advertising and subscriptions of this kind are secured by the outsiders. This is an injustice to us and also to the public who are misled. We do not solicit any business in the United States, and therefore consider it most unfair that so much Canadian support is given them.

"In conclusion, we might say that we shall be pleased to furnish any additional information that may be required.

"Trusting that you will take the necessary steps to acquaint our manufacturers all throughout Canada with the facts we have placed before you, we are,

"Very sincerely yours,

"CANADIAN BROTHERHOOD OF RAILROAD EMPLOYEES,

"PER J. D. SULLIVAN,

"Official Editor."

FUTILE FORCE.

"We do not believe in, nor do we uphold in any way the strike, the lockout, the boycott or the blacklist, because these methods simply engender antagonism, breed hatred and do not accomplish the purposes for which they are employed, chief of which is to bring about a better condition for all who toil."—*From the report of the Trades' and Workers' Association of America.*

The man who has been a failure in other lines will probably fail in yours. I never broke an egg at one end and found it bad; then broke the other and found it good.—*Hugh Chalmers.*

FALLACIES OF RECIPROCITY

By WILLIAM DEWART

This Article Appeared in the "Canadian Illustrated News," February 13th, 1875, in Support of the National Policy of Sir John A. Macdonald, but it is Applicable to Modern Conditions. Importations Make Money Scarce.

SOME articles in the last number of The *Canadian Farmer*, copied from the Ohio *Farmer*, The Oshawa *Vindicator* and The Whitby *Chronicle*, furnish an excellent argugent against Reciprocity in Agricultural Implements.

They show that so far as real ultimate profit is concerned, the more men "seek it in Free Trade, they leave their views the farther."

The article to which I refer, gives an account of the manufacture of the Champion Mower and Reaper, by Messrs. Whitley, Fassler and Keily, of Springfield, Ohio, and Messrs. Joseph Hall and Company, of Oshawa. The factory in Springfield was started about twenty years ago, on a small scale. It made fifty machines the first year; it can make about fifty thousand in the same time now. "Champion Reapers, from Springfield," says the Oshawa *Vindicator*, "are this year being sent to France, Germany, Prussia, Austria, Poland, Hungary, Denmark, Russia, Egypt, Sweden, England, East Indies, Chili, the Argentine Republic and Australia."

"Twenty-five hundred machines are being built at Oshawa for the harvest, 1875," in Canada. How does this come?

"Mr. L. H. Lee, who has been connected with the Champion in the States and Europe for the past thirteen years, has come here to reside and take charge of its construction and sale in Canada." Had Free-Traders their way, no Champion Machines would be built at Oshawa; nor would Mr. L. H. Lee come there to reside. He would build the machines at Springfield, and export them to Canada, as he does to other countries.

The duty on these machines has compelled Mr. Whitley, the manager of the Springfield factory, to take a share in the Hall works at Oshawa. "The Hall Company," says the Vindicator, "not only secures Mr. Whitley's capital, and the exclusive control of his patents and future inventions, but the benefit of his experience, energy, judgment and prestige." This is just what Canada wants. If we have Free-Trade, let it be in capital, labor, skill and experience—not in manufactures.



"The Shadow and the Substance."
—American Industries.

The Joseph Hall Works in Oshawa will bring more capital and desirable emigration into Canada than some of the emigration agencies maintained by the Government at great expense in foreign countries. If any person thinks that profits are large in this country, let him come with all the capital he can command and all the skilled labor he can employ, and share in the general prosperity. This is the legitimate limit of Free-Trade.

This arrangement will have one or two remarkable effects. First: these machines will be built as cheaply at Oshawa as in Ohio; hence, the Canadian farmer will buy them cheaper than he would with Reciprocity, because, with Reciprocity they would be built in Ohio, with freight added to their cost, when exported to this country. The farmer saves the freight; hence, here is a case in which duty and protection have actually diminished the cost of a very important article.

Free-Traders will, doubtless, say that Reciprocity would not prevent the machines being made in Oshawa. I say it would. With Reciprocity Mr. Whitley would not sell his patents to the Hall Company, or any Company in Canada, or give them capital, or send a manager there, or give them the benefit of his experience. He would much rather keep all these things to himself, make the machines at home, export them to Canada, compelling Canadian farmers to pay the freight, as he does with the farmers of England, France and other countries.



American Workingman: Probably I could buy things cheaper if there was no Tariff; but what would I buy with after I had lost my job?"
—American Economist

Home manufactures have a very beneficial effect on the currency of a country. Panics in the money market are seldom, if ever, caused by them. Importations have a different effect. They often cause panics, and a severe stringency in the money market. Suppose, for example, that a bank lends a manufacturer ten thousand dollars; he pays a large portion of this to his work people; they pay a large part of what they get for provisions, or village lots or building houses; some of what they get may go directly for sugar or tea to the importers; but the most part circulates round the immediate neighborhood and returns to the bank. Such loans, while they aid production immensely, do not diminish bank funds very much. It is a very small portion of them for which gold is asked, while the balance—much larger portion—returns to the bank in a short time, and is again available for new advances. The twenty-five hundred Champion reapers, to be made in Oshawa this year, will not diminish the loanable funds of Canadian banks to any appreciable extent; whereas, if made in Ohio, they would diminish those funds to the full extent of the price paid for them.

It is highly important that banks should always have an

abundant supply of money, at certain seasons of the year, and this can never be the case, till home manufactures become developed. A scarcity of money, caused by importations, when the crops require to be moved to market, is always a serious loss and inconvenience to the agricultural community. This is a side of the question never presented to farmers by Free-Traders. They tell them that Reciprocity means twenty cents a bushel on barley, which is not true.

Barley has been as good a price since 1864 as during the ten years of Reciprocity. Free-Traders do not tell farmers that Reciprocity means a scarcity of money when their produce is being moved to market. When a bank lends an importer ten thousand dollars, he takes it in gold, and the loanable funds of the bank are diminished to that extent at once, and during the continuance of the loan.

Supposing the twenty-five hundred Champion reapers wanted were made in the States. When a farmer bought one, the bills for which he paid for it are taken to a bank and exchanged for gold, which is taken immediately out of the country. Even where a farmer gives his note for a machine, the note is discounted, and the gold is exported precisely as before. Gold is the basis of our currency, and every dollar exported diminishes the currency to two or three times that amount.

As shown, with regard to the reapers, it is doubtful whether farmers would gain in any particular by Reciprocity, while it is certain they would lose heavily on their grain by a scarcity of money at certain seasons.

Free-Traders continually assert that duty necessarily increases the cost of an article. I think I have, in the case of these machines, shown that it does not, and why it does not. The Free-Trade argument addressed to farmers is: Why should Canadian manufacturers be enriched at your expense? This is a powerful argument, when thus stated, and applied to the selfish side of human nature, without a proper knowledge of all the facts.

HINTS IN MARKING GOODS.

Goods in transit are frequently exposed to dampness, and it is suggested that stencil marking with a waterproof substance is preferable to the present method of marking with a brush, and that when old cases are used original markings should be entirely removed.

Tags on bundle goods should be strong and firmly fastened, while cases containing tools or small wares, in order to guard against pilfering, require to be securely bound. The shipper should not fail to mail bills of lading giving full details of shipment, together with weight and measurements of each case or package. The same applies with regard to invoices, which should be in triplicate, and mailed in ample time to arrive before the goods. The usual declaration is preferred on the back of invoice, and need only appear on one copy.

The charge for cases should appear as a separate item; otherwise they are subject to the same rate of duty as the contents.

Discounts should be deducted and the net amount advanced as shown.

The figures used are for the purpose of illustrating only.—Trade Report.

AN UNEXPECTED ECONOMY.

McAndrews the chemist (at two a.m.).—"Two penn'orth of bicarbonate of soda for the wife's indigestion at this time o' night, when a glass of hot water does just as well"——

Sandy (hastily): "Weel! Weel! Thanks for the advice. I'll no bother ye after all. Good nicht."—*Bystander.*

LOBSTER FISHERIES OF CANADA.

There are probably 50,000,000 lobsters taken from the coastal waters of Canada every year. During the fishing season, which extends from April 27th to June 30th, roughly, 11,000 men are engaged in actual fishing, and 8,000 people are employed in the 682 canneries. In short, Canada possesses a more extensive and valuable lobster fishery than any other country in the world. Lobster canneries were first established in Canada in 1869, and in that year 61,000 one-lb. cans were put up. By 1881 the maximum pack in the history of the industry was reached, when over 17,000,000 pounds were canned. Since that year there has been a decline. In 1898 the production was about 10,000,000 pounds, and since 1909 there has been a further falling off.



Unmoved.

In addition to the canned lobsters a very important trade is carried on in live lobsters. There is an active demand for live lobsters wherever they can be shipped in cold storage. Anywhere from 100,000 to 120,000 hundredweight of live lobsters are annually shipped by Canadian fishermen.

The Department of Marine and Fisheries has tried a number of experiments in the hope of regulating the lobster fishery with a view to its better conservation. Hatcheries have been encouraged and efforts made to have the fishermen bring the egg-bearing female lobsters to these hatcheries. This has been fairly successful. There are now thirteen lobster hatcheries on the Atlantic coast, and millions of lobster eggs are artificially hatched annually and the young fry planted. This has been found very beneficial, because it saves the destruction of the female lobsters by the fishermen, as well as preserving large numbers of lobster eggs which would be lost if they are deposited in the open sea. There is, however, still a great loss of fry after it is planted. No economical means have yet been devised for preserving the fry until they have reached the grounding stage, before planting. If this could be accomplished, a very great advance would have been made in the conservation of the Canadian lobster industry.—*Conservation.*

MANUFACTURING IN BRAZIL.

Recent statistics show that the Republic of Brazil has 3,258 factories, which employ 151,841 workmen and have a capital invested amounting approximately to $225,000,000. Rio de Janeiro has 679 factories and Sao Paulo 326. The manufacture of textiles is the most important industry in the republic.

Steps have been taken in Rio Grande to form a tobacco syndicate, for the purpose of regulating prices and disposing advantageously of the raw and manufactured products.

Negotiations have been closed during the past month with the Hamilton Clothing Company to open a plant in Sherbrooke, Que., at once. This company will build a $12,000 factory building, and will manufacture a complete line of clothing and probably employ from two to three hundred hands.

HOW WORKMEN'S COMPENSATION WORKED

By HOWARD L. HINDLEY

Secretary of the Industrial Insurance Commission of Washington

This Review of the First Year's Operation of the Workmen's Compensation Act Shows That Business is Handled for Nine and Nine-Tenths Per Cent. The Annual Statement is Valuable to Canadian Manufacturers.

EDITOR'S NOTE.—The first annual report of the Insurance Commission of Washington should be interesting to all Canadian manufacturers who are, or will be, affected by workmen's compensation. The three Commissioners, Messrs. C. A. Pratt, J. H. Wallace and Hamilton Higday, claim that workmen's compensation is not only practical but also inexpensive.

SUMMARY OF OPERATION.

Firms listed and assessed	5,750
Employees listed and protected	130,000
Total accidents reported	11,896
Claims allowed	6,984
Disallowed, suspended and waived	2,256
In process of adjustment	953
Accident report incomplete	1,703
Paid into accident fund	$980,445.75
Paid out on claims	445,527.51
Invested in interest-bearing reserves to guarantee pensions	243,984.95
Net balance in accident fund	290,933.29
Gross expense of commission	107,868.08
Total funds handled by commission	1,088,313.83
Expense of doing business	9.9 per cent.

The night of September 30th marked the conclusion of the first year's operation of the Workmen's Compensation Act of Washington. The foregoing table gives at a glance the significant and important accomplishments of the Commission during that period. Worthy of particular notice also is the following summary of the total expense account, never before made public:

TOTAL EXPENSES, JUNE 8, 1911—OCT. 1, 1912.

MILEAGE:		
Commissioners	$1,298 10	
Auditors	1,248 23	
RAILROAD FARE:		
Commissioners	1,022 84	
Auditors	3,147 88	
HOTEL ACCOUNT:		
Commissioners	1,638 44	
Auditors	4,722 34	
INCIDENTAL EXPENSES:		
Commissioners	36 60	
Auditors	224 18	
		$13,338 61
SALARIES:		
Commissioners	14,190 00	
Auditors	25,499 47	
Physicians	4,653 55	
Office	28,499 51	
		72,842 53
MISCELLANEOUS:		
Stationery	6,251 13	
Postage	4,354 53	
Telephone	716 93	
Telegraph	110 66	
Office equipment	7,371 58	
General expenses	1,032 61	
Rent	1,849 50	
		21,686 94
Total expenses to October 1st		$107,868 08
Accident fund		445,527 51
Total		$553,395 59
Total appropriation for 22 months—$150,000.00		
Allowable average monthly expense		$6,818 18
Actual average expense for 16 months		6,741 75
Allowable total expense for 16 months.	$109,090 88	
Actual total expense for 16 months...	107,868 08	
Saving over available average	$1,222 80	
Average allowable to exhaust fund		7,021 99
Actual total expense for September		6,437 77
Total receipts, accident fund	$980,445 75	
Total expense	107,868 08	
Total fund		$1,088,313 83
Cash in fund 26.8 per cent.	$290,933 29	
Reserve fund 22.4 per cent.	243,984 95	
Claims paid 40.9 per cent.	445,527 51	
Expense paid 9.9 per cent.	107,868 08	
100 per cent.		$1,088 313 83

When the act was under discussion in the legislature, and even after it had become effective, the statement was made repeatedly that no state commission, without the spur of profit, could administer the law without wasting thousands of dollars.

"No state," said the law's critics, "can do business as cheaply as a private company." And yet, where the private casualty company is spending over sixty per cent. to handle its business, the state is doing it for nine and nine-tenths per cent. The German Imperial system of compensation costs twelve and eight-tenths per cent. for administration. The Washington Commission make this showing notwithstanding the heavy cost of installing a bookkeeping system, buying desks, typewriters, adding machines, equipping local offices, paying rent and with a necessarily heavy travelling expense.

Million Dollar Accident Fund.

The preliminary audit for October, November and December, 1911, and its resulting assessments up to January, 1912, secured for the administration of the accident fund $428,057.42 (see four months' review). The re-audit and the resumption of active logging and mill operations in April increased the

accident fund to $640,951.30. A year's contributions have nearly touched the million mark, the gross amount collected up to midnight, September 30th, being $980,445.75.

The gross year's result, then, is the sum of nearly one million dollars collected and $689,512.16 paid out to injured workmen and invested in reserves to guarantee pensions.

Paid out directly to claimants without expense of litigation or serious cost to the state at large, nearly a half-million went to injured workmen and their dependents, the exact amount being $445,527.21. To insure the payment of pensions, now being distributed monthly to the dependents of 121 injured workmen, the state treasurer has set aside nearly one-quarter of a million dollars, or, more accurately, $243,984.95, now bearing interest at an average rate of 5¼ per cent.

Under the casualty insurance system, while over half a million dollars ($600,000) was collected annually from the manufacturers of the state, less than $100,000 found its way back to the injured workman. To-day, with a quarter of a million invested in Washington bonds, school, county and municipal, permanently invested and assisting in the state's development, nearly a half-million net has been paid from the accident fund to relieve the needs of injured workmen, their families and dependents.

Pensioners Number 235.

Naturally the pension roll of the Commission is increasing month by month. From the first pensioner—Mrs. Regina Hopkin, of Seattle, and her son Carl, pensioned in October, 1911, with a monthly income of $25.00 guaranteed by the state of Washington, the roll has swelled to 235 widows, fatherless children and helpless parents, with a monthly pay-roll of $2,364.50.

Stated briefly, the death claims brought before the Commission are in process as follows:

Pensions awarded	121
Suspended and rejected (No dependents.)	191
Under investigation	38
Incomplete	22
Total	282

Preliminary figures on 1,000 cases indicate that less than three per cent. of all accidents reported under the Workmen's Compensation Act show a liability that would be good for a verdict under the old law, consequently 97 per cent. of all the above cases would be probably uncompensated under the casualty system.

The monthly average of accidents has increased inevitably owing to the resumption of business and a better understanding of the law. In February, 1912, it was about eight hundred a month. In September of the same year the total was nearly one thousand. 11,896 formal reports of accidents were received during the year.

Why Contractors Are Continuously Assessed.

The chief auditor's statement of the condition of the accident fund at the end of one year's operation is also highly interesting. In the first eight classes continuous assessments have been made by the Commission. The reasons for these continuous assessments are set forth briefly as follows:

1. No class of the first eight has a balance that a series of fatal accidents would not reduce below a point of safety.

2. If assessments had not been continuous the small contractor might have escaped paying on his short-term contracts.

3. Accidents have been continuous, and assessments would have been levied finally to pay accident costs in any event, the difference being that the larger contractor, being well established and easily accessible, would have been compelled to carry the cost, not only of his own accidents, but also of those occurring on the work of the small contractor who might have escaped assessment.

4. The placing of competitors on the same plane for the purpose of bidding on contracts demands that every contractor shall be assessed on every job. If the rates are too high, the legislature can adjust them.

5. The general contractor is often listed in several classes; sometimes on big jobs, sometimes on small, sometimes idle; now on public work, secured by law; now on private work, where the owner may be holden and subjected to loss. The only safe way seems to be continuous assessment until the fund reaches a figure where all can be relieved. In any case, the law provides a readjustment of accounts each year, so that the inequities or over-payments may be corrected.

6. The extreme hazard of all operations in the contractors' classes compels a wide margin of safety, hence the inflexible rulings aforesaid.

Legislative Remedy for "Casual Employment Problem."

In this connection the need is emphasized of legislation to cover the whole matter of casual employment. The farmer who "lets a contract" for a barn, cattle shed or hog pen; the private person who builds himself a bungalow by day labor; the business man who puts up a grand stand, dancing pavilion or boathouse; the rancher who "hires out" a land clearing job; the property owner who "hires help" to paint his hotel, block or apartment house; all of these operations are extremely difficult to list and assess. Practically never does the Commission hear of them except when an accident occurs; then both employer and employee hasten to contribute and demand compensation respectively.

In one typical case the contribution of the employer, who was discovered only after a carpenter had lost his eye through a flying nail, was $3.85, while the accident cost the employers of class 5 $1,064.60.

Some penalty for concealment of pay-roll will doubtless be imposed by the next legislature.

Lumbermen's Class at Flat Cost.

In Class 10, lumbering, logging, etc., the law permits a rate of $2.50 per hundred dollars of pay-roll. A call was made on these industries for seven months' assessments, resulting in a fund of $324,102.86, from which claims were paid to the amount of $206,146.50, with $117,366.32 invested in reserves. This class, with a net balance of only $590.04, has been watched very closely for purposes of comparison. Fortunately, the size of the class and the condition of business make it possible to replenish this fund at once by another call, which is now in progress. Meanwhile the flat cost of compensation is apparent from the showing, the actual rate being $1.46 per hundred dollars.

In Class 10, accounts receivable (uncollected premiums) amounted, Oct. 1, to $53,562. Accounts payable, including reserves on seven death claims and award vouchers mailed out, but not yet signed or certified to the state auditor for warrants, aggregate practically the same amount.

Attention is frequently directed to the printing trade—Class 41—on which the law fixes a rate of $1.50 per hundred. The preliminary assessment created a fund of $6,519.19, only $1,345.65 of which was required to pay accident loss. The assessed rate was, therefore, thirty-eight cents per one hundred dollars, but the accidents only required a rate of seven cents per hundred dollars. Clearly this fund will be sufficient for many months or even years to come.



The Wheels May Stop Turning But the EXPENSE Runs on!

YOU run a big factory and you know what this means.

Experience has taught you that tie-ups are costly.

When your working schedules are interfered with you are delayed in getting out orders.

Customers become dissatisfied and you lose business.

Lost time means lost pay to your employees—and pay that is lost through no fault of his own always irks a laboring man. Labor troubles always mean cash losses to you.

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Reliable and "elastic" Hydro power will cut your power cost.

Engineers figure electric power in watts, amperes, volts and horsepower. But power talks to YOU in the language of dollars and cents when you come to pay your monthly bill.

Our engineers can show you how with Hydro your consumption can be reduced so many watts, and your plant's efficiency increased by so many per cent.

But let our business office translate this into a straight dollars-and-cents proposition that will show you just how much money you save by using Hydro.

—AND REMEMBER, HYDRO CAN BE CHEAPER YET!

We will send a man or give any information promptly when you 'phone Adelaide 2121.

TORONTO HYDRO-ELECTRIC SYSTEM

226-228 YONGE STREET

Classes 30, asphalt manufacturing, and 45, theatre stage employees, have had no accidents charged against them, but their diminutive funds of $971.50 and $445.14 respectively would be swept away by one serious accident. Other classes showing very small percentages of rate required to meet accident cost are as follows:

	Rate per £100 fixed by law.	Rates per £100 assessed.	Rates per £100 necessary.
Class 33, Fish Canneries	$3.00	.75	.14
Class 35, Brick Manufacture	2.00	.50	.13
Class 38, Textile Manufactures	1.50	.38	.12
Class 39, Food Stuffs	1.50	.38	.09
Class 40, Creameries	1.50	.38	.05
Class 44, Ice Manufacturing	2.00	.50	.27
Class 47, Creosoting Works	2.50	.61	.18

The non-hazardous class, created under section 19 of the act, by which employers and employees may elect to come under the act, even though excluded by the nature of their work, is growing in favor. It provides mutual protection at a rate of $1.35 per hundred dollars. The Commission collected three months' premium from these employers, $1.092.30, at a rate of thirty-four cents per hundred dollars, but only $83.95 was required for meeting the accident loss, a necessary rate of only three cents per one hundred dollars.

Another class which shows a remarkable record of low accident cost is 14, street railways. With a legal rate of $3.00 per hundred dollars, the Commission collected the statutory three months' contribution, rate seventy-five cents, with the result that only twenty-three cents per hundred dollars was required to compensate injured workmen in that class. The most liberal rulings were adopted in compensating accidents occurring in connection with street railways after full consultation with the street railway companies themselves. Compensation was paid in cases where a conductor was beaten by a passenger, where a motorman was assaulted by a truck driver, and even where a conductor was bitten by a dying dog run over by the car, etc., yet the rate of twenty-three cents per hundred dollars carried all awards made by the Commission.

Hazardous Risks at Low Rate.

Coal mining, Class 16, one of the most hazardous industries in the state, secured a fund of $82,398.83 by a six months' call, $40,816.61 of which was paid out for accidents and $28,041.23 invested in pension reserves. The legal rate is $3.00 per hundred dollars, and the assessed rate $1.50, the necessary rate $1.23. The same thing applies to quarries, with a legal rate of $4.00, assessed rate of $1.33, and required rate of sixty-eight cents per hundred dollars.

Laundries, a particularly troublesome class, in which several employers deliberately became defaulters, one being bankrupted by a $5,000 jury verdict, the legal rate is $2.00 per hundred dollars, but three months' assessment rate fifty cents per hundred dollars, created a fund of $7,671.21, out of which the accident cost required $2,542.90, a rate of only seventeen cents per hundred dollars.

The Powder Mill Class.

Class 46, powder manufacturers, is still overdrawn, but the fund's condition, as it would have been with the proper contributions collected, is interesting:

10 per cent. of pay-rolls for Oct., Nov., Dec.	$3,956 49
Shortage on January 1st	4,302 86
10 per cent. of pay-rolls for Jan. 1 to Oct. 1	11,811 99
Total	$20,071 34

STATEMENT OF CONDITION OF ACCIDENT FUND AT CLOSE OF TWELVE MONTHS, ENDING SEPTEMBER 30, 1912.

OCCUPATION.	Months called	Class	Total amount paid in	Claims paid	Reserve on approved claims	Balance in fund	Per cent. unexpended	Rates per $100.00 of Payroll: Basic	Assessed	Required
Sewers	*	1	$22,114 23	$6,866 80	.....					
Bridge and Tower	*	2	19,361 71	4,303 57	$4,503 18	$15,247 43	.69	Various	.....	.....
Pile Driving	*	3	6,669 18	1,794 65	.....	10,554 96	.54	Various	.....	.....
House Wrecking	*	4	2,023 05	1,431 00	.....	4,874 53	.73	Various	.....	.....
General Construction	*	5	78,513 60	22,823 60	25,023 69	592 05	.29	Various	.....	.....
Power Line Installation	*	6	56,047 05	11,166 06	5,992 81	30,666 31	.39	Various	.....	.....
Railroads	*	7	96,549 49	34,920 84	21,822 93	38,888 18	.69	Various	.....	.....
Street Grading	*	8	35,035 09	10,569 33	3,552 80	39,805 72	.41	$5 00	$5 00	$2 90
Ship Building	3	9	6,376 23	3,826 45	.....	20,912 96	.42	Various	.....	.....
Lumbering, Milling, etc.	7	10	324,102 86	206,146 50	117,366 32	2,549 78	.40	Various	.....	.....
Dredging	4	12	6,576 00	1,895 25	.....	590 04	....	$2 50	1 46	1 46
Electric Systems	6	13	18,273 15	3,335 08	11,531 99	4,680 75	.71	5 00	1 67	48
Street Railway	3	14	26,728 89	6,731 06	1,263 73	3,406 08	.18	4 00	2 00	1 62
Telephone and Telegraph	3	15	4,311 09	1,469 74	690 74	18,734 10	.70	3 00	75	23
Coal Mining	6	16	82,398 83	40,816 61	28,041 23	2,150 61	.50	3 00	75	38
Quarries	4	17	15,354 77	5,500 35	2,330 28	13,540 99	.16	3 00	1 50	1 23
Smelters	4	18	6,368 70	4,938 55	.....	7,524 14	.49	4 00	1 33	68
Gas Works	6	19	7,138 14	917 16	2,923 38	1,430 15	.21	3 00	1 00	77
Steam Boats	6	20	1,252 18	405 00	.....	3,297 60	.46	3 00	1 50	80
Grain Elevators	3	21	8,385 45	4,780 78	.....	847 18	.67	3 00	1 50	48
Laundries	3	22	7,671 21	2,542 90	.....	3,604 67	.43	2 00	50	29
Water Works	6	23	5,037 41	844 96	2,739 26	5,128 31	.67	2 00	50	17
Paper Mills	9	24	8,084 75	5,975 25	.....	1,453 19	.29	2 00	1 00	70
Garbage Works	6	25	1,489 06	402 65	.....	2,109 50	.26	2 00	1 50	74
Wood Working	5	29	28,352 32	20,173 94	1,190 91	1,086 41	.73	2 00	1 00	27
Asphalt Manufacturing	3	30	971 50	.....	.....	6,987 47	.24	2 50	1 04	79
Cement Manufacturing	6	31	8,966 17	1,763 31	4,601 31	971 50	1.00	2 50	62	.....
Fish Canneries	3	33	11,289 16	2,089 30	.....	2,601 55	.29	2 50	1 25	89
Steel Manufacturing, Foundries	6	34	29,626 78	17,119 95	3,182 97	9,199 86	.81	3 00	75	14
Brick Manufacturing	3	35	6,216 34	1,805 65	.....	9,323 86	.31	2 00	1 00	70
Breweries	6	37	9,969 52	2,251 23	3,310 90	4,410 69	.71	2 00	50	13
Textile Manufacturing	3	38	3,812 52	1,185 35	.....	4,407 39	.44	2 00	1 00	56
Food Stuffs	3	39	2,656 01	597 48	.....	2,627 17	.68	1 50	38	12
Creameries	3	40	2,149 77	267 25	.....	2,058 53	.77	1 50	38	09
Printing	3	41	6,519 19	1,345 65	.....	1,882 52	.87	1 50	38	05
Longshoring	6	42	12,966 44	6,808 06	3,916 52	5,173 54	.79	1 50	38	07
Packing Houses	6	43	7,010 34	2,624 40	.....	2,241 86	.17	3 00	1 50	1 25
Ice Manufacturing	3	44	1,444 42	782 35	.....	4,385 94	.62	2 50	1 25	45
Theatre Stage Employees	3	45	445 14	.....	.....	662 07	.45	2 00	50	27
Powder Works	3	46	463 27	2,038 95	.....	445 14	1.00	1 50	37	.....
Creosoting Works	3	47	632 44	186 55	.....	1,575 68	....	Overdrawn	.....	.....
Non-Hazardous Elective	.....	48	1,092 30	83 95	.....	445 89	.70	2 50	61	18
						1,008 35	.91	1 35	34	03
Totals	.....	...	$980,445 75	$445,527 51	$243,984 95	$290,933 29	....	.....	.....	.....

* Continous.

F. W. HINSDALE, Chief Auditor.

Less pension reserves and burial allowances.....	8,259 35
	$11,811 99
Penalty on Imperial Powder Company..... (Employed two girls under lawful age)	1,297 16
Balance, if paid	$13,109 15

A rate of five per cent. would have been sufficient to pay for the accidents in the powder mill class, even with the Chehalis disaster victims fully compensated.

No rates are extended in the first eight classes, continuous assessment and the varied ratings in each class making comparison impracticable.

Appeals.

Out of the awards, suspensions and rejections made on the twelve thousand accident reports, only twenty-one appeals have been taken to the courts. Of these, three were withdrawn and three tried. The remainder are still pending. Only one appeal is by an employer, three are by dependents, and the remainder by the workmen themselves. One appeal involves jurisdiction over interstate commerce; one whether a minor's dependent parents can receive a pension for life. In only two cases permanent disabilities have been found by the jury, contrary to the Commission's judgment.

Suits aggregating forty-three in number have been instituted by the Attorney-General against defaulting employers to collect the premiums due from them to the Accident Fund. Of these forty-three cases, seventeen were settled before judgment, four were settled subsequent to judgment, while in seven of the cases judgments have been entered but not yet collected. One case was discontinued because the plant was not in operation after Oct. 1, 1911. One other case was discontinued for the reason that the employer had no one in his employ subsequent to Oct. 1, 1911. Thirteen of the forty-three cases are still pending.

Regina Can Help Your Western Trade

LOOK at this wheel. It is a rough railway map. Regina is the hub. Each spoke is a railway.

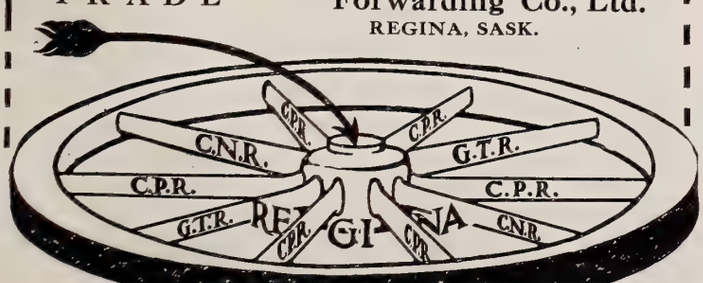
Ship to us in Regina at car-load long-haul low rate. We re-ship for you in short-haul broken-lot parcels.

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INCREASE OF CARTAGE RATES

By J. E. WALSH
Manager of the Transportation Department, C.M.A.

The Railways Claim That Shippers Should Pay the Proposed Increased Cost of Cartage, and, Even All of It. Discrimination Shown Against Toronto, Montreal and Hamilton in the Rating. Board Adjourned Case.

Cartage service was inaugurated in Canada in 1855. A slight charge was made to the public at first, but afterwards the freight rates to and from cartage points included the service. Later, the railways started asking an additional charge for the service, increasing same from time to time until 1908, when it was advanced to 2 cents per 100 pounds. This charge is uniform wherever there is a service.

The Grand Trunk Railway publishes a tariff showing that this service exists at twenty-two points on its line and the Canadian Pacific Railway shows that the service is given at twenty-four different points.

All adjustments of rates heretofore made include the cartage service where such service exists. This service has been so long in existence that it is recognized as one of the institutions of the country. Business conditions have been built up upon it. Its discontinuance would not only mean a serious increase in freight charges, but also a very considerable hardship on the part of the public.

Large shippers would probably be able to equip themselves so as to meet the changed conditions. The small shipper, however, could not do so, and would thereby be subjected to very serious inconvenience.

An advance in the charge to the public from 2 cents to 3 cents per 100 pounds would undoubtedly result in impairing the efficiency of the present service. In fact, it might result in its discontinuance altogether. As it is hardly likely that any cartage company would want to bind itself to a railroad company to handle traffic to suit the railway's convenience unless there was some assurance that all classes of traffic which is now handled by these cartage companies would be turned over to them, that is to say, short haul as well as long haul traffic.

Would Create Independent Companies.

The advance proposed would mean that independent companies would spring up, which, if such a contract as at present exists, would take the short haul traffic.

So far as we are concerned, we do not distinguish between the cartage companies and the railway companies. The former are their agents and have acted as such ever since the system was started some sixty years ago. They take freight from the freight sheds and deliver at the merchant's warehouse. It frequently happens that merchandise is delivered in the warehouse without any previous notice. The cartage companies collect the charges from the consignees and, as stated, act in every way as the agents of the carrier.

For years prior to 1892 the railway companies collected and delivered package freight in classes first to fifth inclusive to and from warehouse door. They furnished complete cartage service for that purpose. Subsequent to 1892, the carriers issued a cartage tariff providing for a toll of 1¼ cents per 100 pounds, or 25 cents a ton on freight coming within classes first to fourth inclusive, and 1 cent per 100 pounds, or 20 cents per ton, on fifth-class freight and 10 cents for "smalls." This toll was collected from shippers to consignees as a contribution; subsequently, a further advance was made to 1½ cents per 100 pounds, then to 2 cents in 1908. Now it is proposed to make a further advance to 3 cents, and the companies say that this further advance is necessary to meet the additional demands made by the cartage companies. Notwithstanding this latter statement, we are informed that the cartage companies have only asked for an increase of 10 cents per ton at Montreal, Toronto, Hamilton and Kingston, and 5 cents per ton in other places. The tariffs under discussion call for an increase of 20 cents a ton at Montreal, Toronto and Hamilton and 10 cents a ton at other cartage points. Although we are not particularly interested in the amount that the railway companies pay their agents, we do not hesitate to express the opinion that the tariffs represent considerably more than the additional demands of the cartage agents. If this is so it is quite evident that the carriers want to get rid of the service altogether, which will be the case if the Dominion Railway Boards allows these tariffs to become effective.

They Are Discriminatory.

There is another feature in connection with these tariffs, and that is that they are discriminatory. Montreal, Toronto and Hamilton are placed at a disadvantage as compared with other points. One important fact in connection with this matter is this: These tariffs mean a very large increase in freight charges. The representatives of the railways say that the cartage companies have to get more money because of the increased cost of living. No mention has been made of the fact that the efficiency of the service has been materially impaired by the railway companies themselves.

Another feature is that the approval of the tariffs means greater congestion and confusion in terminals than has ever existed. The cartage service of the railway companies now is as far as possible perfect. The interests are identical. The object is to get rid of the freight as rapidly as possible, both incoming and outgoing. This systematic method of doing business will, if the tariffs are approved, disappear. Where there are thirty or forty different carters to pick and choose there will be delays not only on their part but on the part of the shippers or consignees. There will be delays in unloading of cars, in the placing of them, and in various other ways.

The Dominion Railway Commission heard the case on November 5th in Ottawa, but it was adjourned until December 17th.

A NEAT BOOK.

The Canadian Customs Tariff has just been published in booklet form by Morton, Phillips and Company, Montreal. It is convenient, and attractive and should be of service to members of the Association.

Dominion Textile Co., Limited

MONTREAL

Operating **The Dominion Cotton Mills Co., Limited**
The Merchants Cotton Company, Limited
The Montmorency Cotton Mills Company
The Colonial Bleaching & Printing Co., Ltd.
The Mount Royal Spinning Co., Limited

Manufacturing

All lines of White and Grey Cottons, Prints, Sheetings, Shirtings, Pillow Cottons, Long Cloths, Cambrics, Ducks, Bags Twills, Drills, Quilts, Bureau Covers, Towels and Towelling, Yarns, Blankets Rugs, Twines

And numerous other lines used by Manufacturers in Rubber and Other Trades

FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of October, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R. R. No.	Effective.	Description.
Sup. 78 E 2124	Sup. 78 E 1720	Oct. 7-12	Commodities between C. O. stations. Reissue. Reduction.
Sup. 2 E 2381	Sup. 2 1981	Nov. 11-12	Class and commodity rates from C. P. stations to points in the Eastern U. S. Reissue. Reduction.
E 2466 cancels 1886	E 2066 cancels 1476	Dec. 1-12	Mileage allowance on private owned cars. Reissue. Addition.
Sup. 1 E 2418	Sup. 1 E 2018	Nov. 15-12	Cancellation of rates on bridge iron and steel. Cancellation.
Sup. 9 E 1675	Sup. 9 E 1262	Nov. 12-12	Class and commodity rates from C. P. stations to Eastern U. S. points. Reissue. Reduction.
Sup. 10 E 2316	Sup. 10 E 1916	Nov. 11-12	Import merchandise from Montreal wharf to C. P. stations. Advance.
Sup. 3 E 2330	Sup. 3 E 1930	Nov. 11-12	Import merchandise from Quebec wharf to C. P. stations. Advance.
Sup. 79 E 2124	Sup. 79 E 1720	Oct. 14 (R) Nov. 12 (A)	Commodities between stations on Eastern Lake Superior and Ontario divisions. Reissue. Reduction. Advance.
Sup. 19 E 2344	Sup. 19 E 1944	Oct. 16-12	Building material between C. P. stations. Reissue. Reduction. Advance.
Sup. 24 E 2250	Sup. 24 E 1848	Oct. 17-12	Switching, interswitching and absorption of switching. Reissue. Reduction.
E 2469 cancels E 2197	E 2069 cancels E 1793	Nov. 18-12	Import freight St. John and West St. John to C. P. stations. Reissue. Advance.
Sup. 6 E 2332	Sup. 6 E 1932	Nov. 21-12	Export traffic via Montreal and Quebec to be withdrawn.
Sup. 81 E 2124	Sup. 81 E 1720	Nov. 7-12	Commodities between stations on C. P. R. Reissue. Reduction.

Grand Trunk Railway.

Sup. 36 E 2548	Sup. 36 C.Y. 26	Nov. 25-12	Commodities between stations in Canada.
Sup. 1 E 2529	Sup. 1 C.Y. 25	Nov. 4-12	Commodities from Dominion, Que., to points in I. C. Ry. Advance. Reduction.
E 2637 cancels E 1110 1288 1994	C.F. 238 cancels C.F. 69 89 178	Dec. 3-12	Lumber and forest products G. T. stations to points in the U. S. Reissue. Advance. Reduction.
2013 2385 2453 CA 106 CA 192	182 211 216 U.S. 525 606		
Sup. 31 E 2548	Sup. 31 C.Y. 26	Nov. 15-12	Commodities between G. T. stations. Reissue. Reduction. Advance.
E 2625 cancels E 2099	C.R. 134 cancels C.R. 92	Dec. 1-12	Mileage allowance on private owned cars. Reissue.
Sup. 16 E 2303	Sup. 16 R-4	Oct. 14-12	Iron pipe fittings, lake and rail, from Oshawa, Ont., to Fort William and Port Arthur, Ont. 19½ cts. per 100 lbs. Reduction.
E 2629 cancels E 2437	I. 134 cancels I. 118	Nov. 18-12	Import merchandise, Portland, Me., to stations on G. T. R. and connecting lines. Reissue. Advance. Reduction.
Sup. 10 E 2499	Sup. 10 C.I. 137	Oct. 22-12	Pig iron, c.l., Midland to St. Henri, Que. $2.80 per gross ton. Reduction.
Sup. 2 E 2603	Sup. 2 C.U. 69	Dec. 2-12	Commodities between G. T. stations and points in Western States. Reissue. Reduction. Advance.

Michigan Central Railroad.

Sup. 20 1767	Sup. 20 8803	Oct. 15-12	Commodities between stations in Canada on M. C., C. W. & L. E., N. St. C. & T. and T. H. & B. Railways. Reissue. Reduction.
1966 cancels 1588	9251 cancels 8358	Nov. 15-12	Billets pig iron, etc., M. C. stations in the U. S. to points in Canada.
1972 cancels 1861	9097-A cancels 9097	Nov. 27-12	Class and commodity for export, M., C. C W. & L. E., H. G. & B., N. St. C. & T. and T. H. & B. stations to New York, Baltimore and other ports. Advance.

Intercolonial Railway.

947 cancels 820	C.J. 26 cancels C.J. 20	Nov. 5-12 (A.) Oct. 7-12 (N.R.)	Tripoli, c.l., Penobsquis N.B. ,to Bersquis, N.B., to Berlin, Ottawa and Toronto. Advance. New rate. Reissue.

Lehigh Valley Railroad.

1120	———	Nov. 2-12	Silicate of soda, c.l., Newark, N.J., to Ottawa, Ont. 19 cts. per 100 lbs. Reduction.

Pennsylvania Railroad.

G.O. 507 cancels 452	———	Dec. 1-12	Common and moulding sand, c.l., P. R. R. stations to Toronto.
Sup. 5 JJ 44	———	Nov. 20-12	Iron and steel articles P. R. R. stations to points in Canada.

Lake Shore & Michigan Southern Railway.

Sup. 17 225	———	Nov. 15-12	Billets, pig iron, etc., L. S. & M. S. stations to points in Canada.
Sup. 10 194	———	Nov. 16-12	Classes L. S. & M. S. stations to points in Canada.





Cheap and Practical

The New Skylight

Acheson Barn Roof Lights

attached like an ordinary sheet of corrugated iron —no soldering nor flashing. Movable or stationary sash, plain or wired glass. Made for corrugated iron or any other form of roofing.

Write for prices and full particulars

The Metallic Roofing Co., Ltd.

Manufacturers

Toronto, Ont. Winnipeg, Man.

C83

THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Authorized . . .	$25,000,000
Capital Paid up	$11,500,000
Reserve & Undivided Profits	$13,000,000
Total Assets	$175,000,000

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Branches in every Province of the Dominion of Canada and in Newfoundland; in Havana and throughout Cuba, Porto Rico and Dominican Republic; Bahamas, Nassau; Barbados, Bridgetown; Jamaica, Kingston; Trinidad, Port of Spain and San Fernando.

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The Canada Iron Corporation, Ltd.

HEAD OFFICE: MONTREAL

CAST IRON WATER AND GAS PIPE FLANGED PIPE SPECIALS CASTINGS OF ALL KINDS

CAST IRON PIPE

HOISTING MACHINERY IRON ORE PIG IRON CAR WHEELS MOORING BOLLARDS

WORKS AT

HAMILTON, Ont.
MIDLAND, Ont.
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THREE RIVERS, P.Q.
LONDONDERRY, N.S.
BATHURST, N.B.
FORT WILLIAM, Ont.
RADNOR, P.Q.
TORBROOK, N.S.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

425. **Pine Lumber.**—A Japanese firm of importers wishes to get in touch with Canadian exporters of pine lumber and timber.

426. **Wheelbarrows.**—Enquiry is made by a correspondent in Northumberland for the names of Canadian manufacturers of navvy wheelbarrows.

427. **Lard, Hog Fat, etc.**—A Rotterdam firm desires the addresses of Canadian producers and shippers of lard, hog fat, hog greases, stearine, etc., of which they are considerable buyers.

428. **Yellow Split Peas.**—A London firm would like to get into communication with Canadian millers of yellow split peas, preferably those acquainted with South African requirements.

429. **Cider.**—A Birmingham wholesale merchant asks for quotations and samples.

430. **Lubricating Oils.**—A Leicester firm is open to receive quotations.

431. **Whale and Cod Oils.**—A Walsall firm asks to be put in touch with Canadian exporters.

432. **Tinplate Cuttings.**—A Birmingham house would buy tinplate cuttings from Canada.

433. **Wire Netting.**—A South African firm of wholesale hardware merchants wishes to get in touch with Canadian manufacturers and exporters of wire netting. Quotations should be f.o.b. seaboard. Catalogues, price lists and discount sheets requested.

434. **Arctic Boots.**—A Newfoundland importer asks for communication with a Canadian manufacturer of three or four buckle leather-goloshed boots.

435. **Hams.**—A large firm of importers would life c.i.f. prices Buenos Aires for hams. Cured with pure salt only.

436. **Salmon in Tins.**—A large firm of importers would like c.i.f. prices Buenos Aires for salmon in tins, to be of good quality.

437. **Preserved Fruit.**—A large firm of importers would like to have c.i.f. prices Buenos Aires, with catalogues, etc., of preserved fruits.

438. **Furniture.**—A large firm of importers would like to have c.i.f. prices Buenos Aires of furniture of all kinds.

439. **Closet Seats.**—A large firm of importers would like to have c.i.f. prices of closet seats.

440. **Hams.**—A firm of importers would like to have c.i.f. prices Buenos Aires or Rosario, for good hams, cured with pure salt only.

441. **Salmon in Tins.**—A firm of importers would like to have quotations, c.i.f. Buenos Aires or Rosario, for good quality tinned salmon.

442. **Fruit.**—A Swansea correspondent makes enquiry for the names of Canadian fruit exporters open to do business in South Wales.

443. **Salted Beef.**—A Rotterdam house, which is interested in salted beef, would be glad to correspond with Canadian packers.

444. **Spiles.**—A Manchester firm asks for samples and prices of spiles, one-half inch diameter, from Canadian manufacturers.

445. **Bungs.**—A Manchester firm requests to be placed in communication with manufacturers (only) of wood bungs in the following sizes: 5/8-in., 3/4-in., 7/8-in., 1-in., 1 1/8-in., 1 1/4-in., 1 3/8-in., 1 1/2-in., 1 5/8-in., 1 3/4-in., 1 7/8-in., 2-in., 2 1/8-in., 2 1/4-in., 2 3/8-in., 2 5/8-in., 2 3/4-in., 2 7/8-in., and 3-in. diameter. The thickness of the bungs to be proportionate to the respective diameters. To be quoted for in oak, beech, basswood and birch. All packed in barrels for shipment. Prices to include free barrels and delivery c.i.f. Liverpool and Manchester. Approximate quantities per barrel to be stated and approximate gross weights to be given in quotations.

446. **Mangle Roller Blocks.**—A Manchester firm asks for quotations from Canadian manufactures of maple mangle roller blocks in the following sizes: 26-in. long x 6 1/2-in. diameter; 26-in. long x 5 3/4-in. diameter; 22-in. long x 6 1/2-in. diameter; 22-in. long x 5 3/4-in. diameter; together with a small per centage of some falling smaller sizes. Blocks to be from hard rock maple. Ends painted or tarred and can be shipped in green state. All shipped to arrive here during the usual shipping season of January to May. All prices c.i.f. Liverpool and Manchester.

447. **Canned Fruit and Meat.**—A correspondent at Cape Town desires to get into touch with Canadian manufacturers of canned fruits and meat suitable to export to South Africa.

448. **Broom Handles, Rake, Fork, Shovel, Pick and Hammer Shafts.**—A correspondent in Glasgow would like to get into touch with manufacturers and shippers of the above articles for sale in Scotland, England and Ireland. Commission or buying agency.

449. **Hops.**—A London firm of factors will be glad to receive consignments from Canada.

450. **Standards.**—An English firm state that they are able to buy at least 25 standards at a time assorted in the following sizes: 1 1/2in. x 1-in x 4-ft. long; 1 1/2-in. x 1-in. 3-ft. 6-in. long; 1-in. x 1-in x 3-ft. to 5-ft. long. Must be in prime quality wood. Prices c.i.f. delivered Liverpool, London or Hull.

451. **Cream Separators.**—A large European manufacturer of cream separators would like to get into communication with consumers or appoint a reliable agent in Canada.

452. **Acetic Acid.**—A Manchester firm asks to be placed in communication with Canadian producers of acetic acid.

453. **Acetate of Soda.**—A large Manchester chemical firm is open to receive samples and prices of acetate of soda from Canadian exporters.

454. **Furniture.**—A West of England firm who have already done business with Canada, desires to correspond with Canadian importers of high-class English furniture.

455. **Corks.**—A firm in Portugal wishes to hear from Canadian importers of bottle corks.

456. **Birch, Beech and Maple Squares.**—A firm in East Anglia wishes to get in touch with Canadian firms who can contract for regular supplies of prime quality birch squares or scantlings to specification. They also desire quotations for beech and maple squares.

457. **Calcined Magnesite.**—A firm in Switzerland who use 500 tons of calcined magnesite monthly would like to be informed of Canadian manufacturers and exporters of that product.

458. **Wheat Flour.**—A Swedish firm able to give references desires to get into communication with Canadian exporters of wheat flour.

459. **Saws.**—A Birmingham agent is open to represent some Canadian exporters.

460. **Grindstones.**—A Birmingham agent asks to be put in touch with Canadian manufacturers wanting to do an English business.

461. **Edible Fats.**—A London firm of agents could handle edible fats in the English Market.

462. **Lard.**—A London firm is open to sell on behalf of Canadian exporters.

463. **Rosin.**—Some London agents ask for rosin from Canada.

464. **Wheelbarrows.**—An importer and agent of Buenos Aires would like to have c. i. f. prices Buenos Aires for wheelbarrows.

465. **Spades and Shovels.**—An importer and agent of Buenos Aires would like to have the c. i. f. prices Buenos Aires, for spades and shovels. Full particulars ought to be given.

466. **Canoes.**—An importer and agent in Buenos Aires would like to have the c. i. f. prices for canoes.

467. **Metallic Ceilings.**—An importer and agent of Buenos Aires would like to have the c. i. f. prices for metallic ceilings.

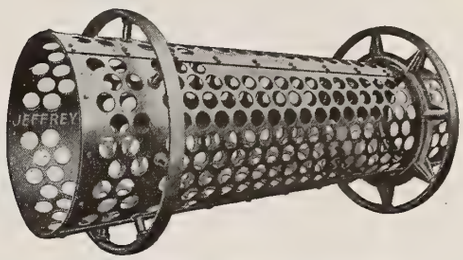
468. **Forges.**—An importer and agent of Buenos Aires would like to have the c.i.f. prices Buenos Aires for forges.

469. **Agency.**—A Hamburg Agency desires to open trade relations with importers of Dried and Evaporated Fruit, Clean Tin Cuttings, Feathers and Stuffed Birds, Sausage Casings.

470. **Agency.**—A Colon correspondent desires to be placed in touch with importers of flour.

If You are Interested in Screening Economy Investigate the Jeffrey Line

For Sizing Ores, Coal, Stone, Clay and Other Products



SCREEN FOR HEAVY GRAVEL

Designed and built to meet conditions, and guaranteed to meet any practicable requirement in capacity, and in number and sizes of products.

They are modern and correct in design, constructed of the best materials, combining highest screening efficiency, strength, stiffness and durability.

Write for Screen Catalog 69B.

Jeffrey Manufacturing Company

Canadian Main Office and Works, Montreal
Winnipeg Representatives: N. J. DINNEN & Co.

FOR SALE.

One 40 h.p. Gasoline Engine, in perfect working order, complete with Magnetto Water Tanks, etc. Price, $500.00, F.O.B. Richmond, Que., for quick sale. Address Boston Last Co., Richmond, Que.

MANUFACTURERS ACCOUNTANT.

Mr. E. M. Fraser, a competent accountant and auditor, formerly of Glasgow, Scotland, has opened an office at 2 Manning Arcade, 24 King St. W., Toronto, and would like to get in touch with manufacturers who contemplate installing cost systems, or who have their books audited monthly. Phones Main 5199 and College 913.

WILL REPRESENT MANUFACTURERS IN GERMANY.

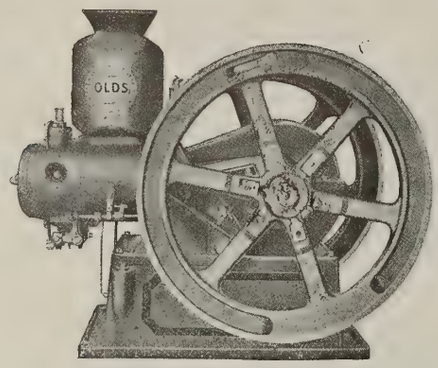
Gentleman residing in Berlin, Germany, desires to act as agent for Canadian manufacturers in Germany. Good connections. High references. Address A. B. C., INDUSTRIAL CANADA Office, Toronto.

A CHAMPION.

Prize-fighter (entering school with his son): "You give this boy o' mine a thrashin' yesterday, didn't yer?"

Schoolmaster (very nervous): "Well—I—er—perhaps"—

Prize-fighter: "Well, give us your 'and; you're a champion. I can't do nothin' with 'im myself."—*Punch.*



THE "OLDS" IS A QUALITY ENGINE

The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled and lined with genuine anti-friction Babbitt metal

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
WINNIPEG

REGINA
SASKATOON
CALGARY
EDMONTON

471. **Broom Squares.**—A Sunderland, England, firm would like to hear from shippers of Broom Squares, specifications would be sent on application.

472. **Dowel Sticks.**—A Sydney, Australia, correspondent desires to be placed in touch with shippers of Dowel Sticks used in the manufacture of furniture.

473. **Castor Oil Beans.**—A Jamaica correspondent desires to be placed in touch with buyers of Castor Oil Beans.

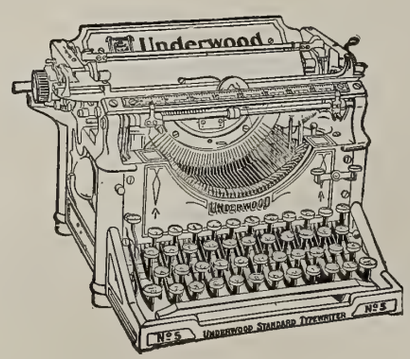
474. A British Guiana Agent desires to be placed in communication with Canadian exporters to that country who may be looking for an agent.

475. **Agency.**—A Winnipeg correspondent desires to be placed in touch with wholesale distributors of Builders' Hardware.

476. **Agency.**—A Bridgetown, Barbadoes, correspondent desires to be placed in touch with Canadian shippers looking for an agent in that country.

THE HIDES AND SKINS OF ARGENTINA.

The exports of hides and skins during the first half of 1912 from the Argentine Republic consisted of 1,495,540 dry cattle hides, 1,559,887 salted cattle hides, 62,783 horse hides, 30,492 bales of sheepskins and 3,873 bales of goatskins. During the same period the exports of wool amounted to 267,954 bales.



THIS is the complete general purpose typewriter—the new Underwood. It embodies in one machine all that can be expected in a typewriter.

United Typewriter Co.

Limited
ALL CANADIAN CITIES
HEAD OFFICE, TORONTO



Why Not Give Your Employees An EDDY SANITARY TOWEL

THAT old roller-towel so generally in use is a dangerous lurking place for disease germs. When so many different people have to dry on the same towel it is impossible to insure them against freedom from contamination.

EDDY'S SANITARY PAPER TOWELS

do this—and give a clean, dry wipe every time to every user. Each person uses an Eddy towel but once, then throws it away.

EDDY'S SANITARY TOWELS are finely crimped, pleasant to use, absorb moisture rapidly and leave the face and hands dry, soft and free from irritation, no rubbing necessary, **Eddy's Towels** taking up moisture just as a blotter does.

EDDY'S SANITARY TOWELS are made in a model factory out of clean, pure stock. Ready for use in rolls of 500; or in sheets 14 x 15 inches. Put up in dust-proof cartons, with or without fixtures.

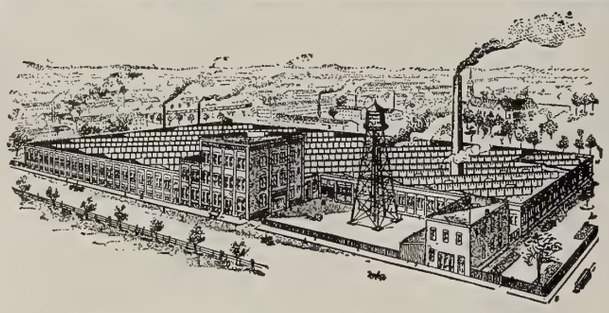
Protect your work people and at the same time keep your wash-rooms and lavatories clean and healthy, by always, everywhere using **EDDY'S SANITARY TOWELS.**

Samples and fullest particulars on application at our Branches and Agencies at

Halifax, St. John, N.B., Quebec, Montreal, Ottawa, Brockville, Kingston Toronto, Hamilton, London, Port Arthur and Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Lethbridge, Edmonton, Camrose, Vancouver and Victoria, or direct from

The E. B. EDDY COMPANY, Limited,
HULL, CANADA.

The Home of Mitchell Chandeliers



The Largest Designers and Manufacturers of Brass Goods in Canada

Think of Mitchell

When You Are In Need Of Anything In

Brass or Bronze

Bank & Office Fixtures, Chandeliers, Grilles, Wickets, Brass Railing, Memorial Tablets, Railway and Street Car Trimmings. Anything Special in Brass or Bronze

The Robert Mitchell Co. LIMITED

MONTREAL



FIRE EXTINGUISHERS

EVERY manufacturing plant should be equipped with our CHEMICAL FIRE EXTINGUISHERS.

Your insurance agent can tell you the exact amount our "IMPERIAL" Extinguishers will save you.

THE BOOTH-COULTER COPPER & BRASS CO. LIMITED

TORONTO

AMONG THE INDUSTRIES

W. W. Hiltz is erecting two stores, costing $8,000, in Toronto, Ont.

A business block is being erected in Lacombe, Alta., for Frank McLean.

McCan Bros., North Battleford, Sask., are erecting a hotel costing $35,000.

F. R. Dearborn has purchased a site in Fairville, N.B., to erect a factory.

K. A. McLeod is erecting a ten-story office building, costing $500,000 in Edmonton, Alta.

An auto factory costing $12,000 is being erected in Lindsay, Ont., for J. A. Fitzsimmons.

A store and bakery, costing $4,000, is being erected in Virden, Man., for James Lane.

A departmental store is being constructed in Vancouver, B.C., for the Hudson's Bay Company.

The Western Trust Co., Winnipeg, Man., will erect an office building in Edmonton, Alta.

The Royal Bank of Canada has purchased a site in Vancouver, B.C., to erect a bank building.

The American Pad and Textile Co., Chatham, Ont., are erecting a warehouse costing $12,000.

The Tallman Brass and Metal Co., Hamilton, Ont., are making an extension to their factory.

A. E. Suckling and Co., Vancouver, B.C., are erecting a store and office building costing $65,000.

J. Blake, proprietor of the Arlington Hotel, Hamilton, Ont., is remodelling the hotel and adding 33 new rooms.

An oil plant, costing $7,000, is being erected in Fort William, Ont., for the Pintoch Compression Co., New York, N.Y.

A four-story office building is being erected in Macleod, Alta., by R. G. MacDonnell, and Hon. Malcolm Mackenzie.

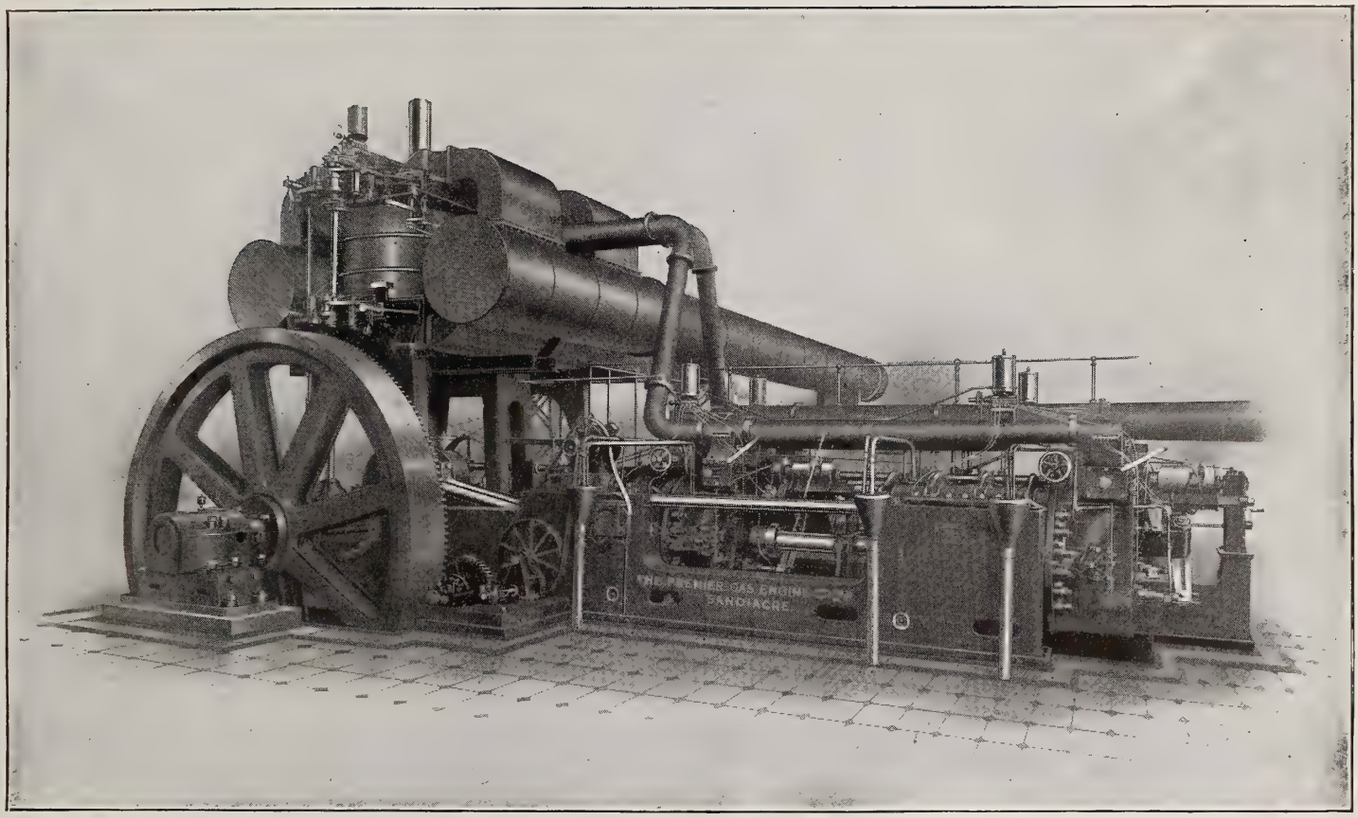
Additions are being made to the factory of the Pratt and Letchworth Co., Ltd., (Malleable Iron Works), Brantford, Ont.

A factory, costing $23,000, is being erected in Queensborough, B.C., for the New Westminster Woodworking Co., New Westminster, B.C.

N. A. Booth, of Brooklyn, N.Y., has purchased the Gibson factory, Gananoque, Ont., and will remodel and enlarge it with the intention of establishing a fine felt manufacturing concern.

The Drummond Iron Mines, Middleton, N.S., will erect a foundry in St. John, N.B. It will have two blast furnaces of 250 tons daily capacity each, also rolling mill and bar steel works.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

FORM A MOST EFFICIENT AND SATISFACTORY POWER PLANT

OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

CANADA FOUNDRY COMPANY, LIMITED

TORONTO, MONTREAL, HALIFAX, OTTAWA, COBALT, WINNIPEG
CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

KAHN SYSTEM

of REINFORCED CONCRETE

Steel Sash
Hyrib Rib Bars
Rib Metal
Concrete Finishes
Waterproofing
Paste

KAHN SYSTEM Reinforced Concrete

TRUSSED CONCRETE STEEL CO.
of Canada, Limited

Head Office and Works:
Walkerville, Ont

BRANCHES EVERYWHERE

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

A landing pier, costing $13,450, is to be erected at St. Felicite, Que.

The Raw-Hide Leather Goods Co. will erect a tannery in Winnipeg, Man.

The Swift Canadian Company will erect a $60,000 building in Edmonton, Alta.

The Archibald Auto Company will erect a $30,000 garage in Vancouver, B.C.

The Galt robe's factory, Galt, Ont., has been destroyed by fire. The loss is $150,000.

The Morley Twine Company, of Sioux City, U.S.A., will establish a plant in Moose Jaw, Sask.

The mill of M. R. W. Lees, Almonte, Ont., has been destroyed by fire with a loss of $25,000.

The Christie-Brown Company, biscuit manufacturers, will erect a large addition to their present plant.

The Standard Steel Construction Company have purchased forty acres in Welland, Ont., and will erect a plant.

The George E. Cook warehouse, Halifax, N.S., has been destroyed by fire. The loss is estimated at $60,000.

The Grand Trunk Pacific Railway authorities will erect a large freight handling plant in Fort William, Ont.

The directors of the Merchants Bank will erect a two-story structure, costing $125,000, in Vancouver, B.C.

A. B. Stewart, formerly of Glasgow, Scotland, is opening a factory in Edmonton, Alta., for the manufacture of concrete steel posts.

It is stated that the Canadian Northern has purchased the right-of-way into Estevan, Sask. The extension from Bienfait will be built next year.

The plant of the Canada Iron Corporation, Stratford, Ont., is to be enlarged in order to increase the manufacture of car wheels from 150 to 225 per day.

It is stated that the Walloff Motor Company, of Minneapolis, has decided to establish a factory in Redcliff, Alta., and will commence work on the erection of a factory immediately.

It is stated that the Canadian Western Lumber Company will erect a cedar mill costing $350,000, and having a capacity of 125,000 feet daily, near the Fraser Mills of the company, in British Columbia.

The National Steel Car Company has been incorporated for the purpose of building and operating a plant for the manufacture of wood and steel freight cars. The location of the plant will be at Hamilton, Ont., and the head office at Montreal, Que. The cost is estimated at $649,730.

The Sherbrooke City Council is considering a proposition from American and Canadian capitalists to establish a plant for the manufacture of brass car trimmings, etc. Practically 95 per cent. of the goods to be manufactured by this concern are now imported. The concern if established will employ forty hands at the beginning and hope to increase very rapidly.

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But a Statement



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of Actual Facts

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Do not order to-morrow but order from Morrow to-day

John Morrow Screw and Nut Co., Limited

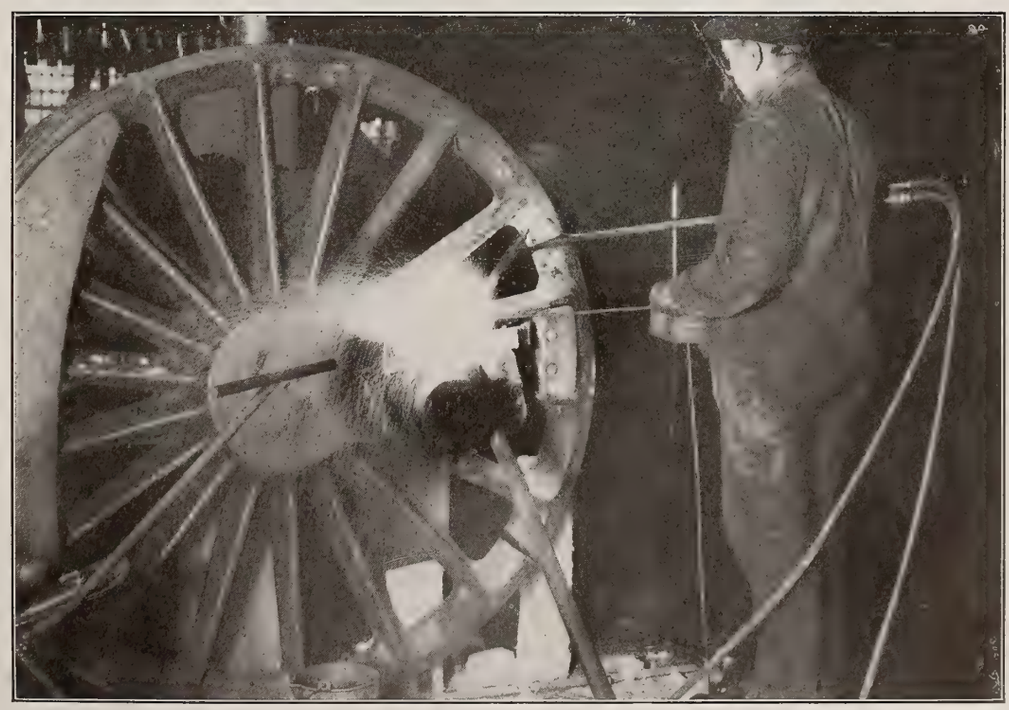
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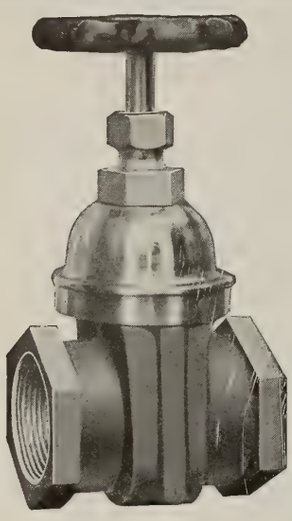
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Ask for price of installation adapted to your particular requirements.

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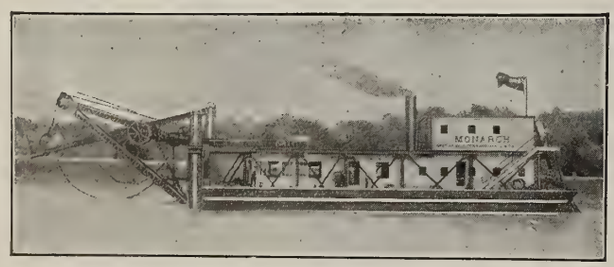
The Kerr Engine Co., Limited

VALVE SPECIALISTS

WALKERVILLE - ONTARIO

M. BEATTY & SONS LIMITED

WELLAND, ONT.



Manufacture

DREDGES, DITCHERS, DERRICKS, Steam Shovels, Clam Buckets, Coal and Concrete Tubs, Steel Skips, Mine Hoists, Hoisting Engines, Steel Dump and Deck Scows,

Submarine Rock Drilling Machinery and other Contractors Machinery

AGENTS:

E. Leonard & Sons, St. John, N.B., and Calgary, Alta.
H. E. Plant, Montreal, Que., H. W. Petrie, Limited, Toronto, Ont.
Dominion Equipment & Supply Co., Limited, Winnipeg, Man.
R. Hamilton & Co., Vancouver, B.C.

The Canora Mfg. Co., are erecting a plant in Canora, Sask.

Merven Lancaster, Toronto, Ont., is erecting a store costing $10,000.

Burke Bros., Hamilton, Ont., are erecting an ice cream factory.

The Springfield Machine Company will erect a factory in Bassano, Alta.

The Otis Fensom Elevator Company are erecting a factory in Hamilton, Ont.

A. J. Stough, St. Thomas, Ont., is erecting a two-story factory, costing $10,000.

Nothard and Lowe, England, will erect three apple warehouses in Wolfville, N.S.

A $6,000 warehouse is being erected in Regina, Sask., for the Regina Trading Company.

A bakery, costing $25,000, is being constructed in Edmonton, Alta., by Charles Brown.

Mr. Sam Shapiro, of Hamilton, Ont., will erect a hotel costing $75,000 in Welland, Ont.

An office building costing $200,000 is being erected by James W. Horne, in Edmonton, Alta.

The Robb Engineering Company are erecting an office building costing $4,000 in Amherst, N.S.

A factory will be erected in Windsor, Ont., by the Leggett and Platt Spring Bed Co., Minneapolis, Minn.

Extensions costing $7,000 are being made to the stove foundry of the McClary Mfg. Co., London, Ont.

The Ford Motor Co., of Walkerille, Ont., will erect a repair shop and supply house costing $25,000 in London, Ont.

The United Hotels Company, of Niagara Falls, N.Y., are negotiating for a site to erect a $900,000 hotel in Hamilton, Ont.

A warehouse, workshop and office to cost $20,000 is being erected in Calgary, Alta., by the Canada Stock Food Company.

It is reported that Mr. Norman Pass will erect a bottling works, evaporating plant, and chemical laboratory, costing $25,000, in Watrous, Sask.

The Humphreys Unshrinkable Underwear, Ltd., Moncton, N.B., has become incorporated with a capital stock of $500,000, and head office at Moncton.

The Cordage Company of England, capitalized at eight million dollars, will install a plant employing seven hundred men in North Battleford, Sask.

F. Nolinsky, Elmira, Ont., has purchased an old button factory and will fit it up as a felt footwear factory. Additional machinery will be installed.

A. C. Hardy, Brockville, Ont., is erecting a garage costing $4,000.

Henry Pearce will erect stores and office buildings in Montreal, Que.

Scott, Bathgate Co., Regina, Sask., will erect a warehouse in that city.

The Vinot Car Co., of Canada, will erect a large factory in Montreal, Que.

L. Des Rosier, Maisonneuve, Que., is erecting a store, etc., costing $5,000.

A site has been purchased by Jacob Werlich, Preston, Ont., to erect a furniture store.

A warehouse, costing $25,000, will be erected for Tudhope-Anderson Co., Regina, Sask.

A factory costing $20,000 is being erected in Hamilton, Ont., for Parsons & Parsons.

A number of American capitalists are erecting a $1,000,000 paper mill in Cap Sante, Que.

The E. F. Pollard Company will construct a factory costing $15,000 in Niagara Falls, Ont.

The Metropolitan Bank, head office, Toronto, contemplate erecting an office in Elmira, Ont.

The Continental Oil Co., Bassano, Alta., will erect two storage tanks with a capacity of 600 bbls.

The Buffalo Brakebeam Company, of Buffalo, N.Y., will establish a large branch in Hamilton, Ont.

A factory costing $75,000, will be erected in Medicine Hat, Alta., by the Canadian Fireproofing Company.

A newly-formed concern known as the Superior Brick Co., have selected a site and will erect a plant costing $250,000 in Fort William, Ont.

The Bishopric Wall Board Company, of Cincinnati, Ohio, is erecting a branch factory, that will consume pulp but not pulp wood, in Ottawa, Ont.

The Bank of Ottawa building on Main Street, Winnipeg, Man., is to be enlarged and improved at a cost of $100,000. The banking office will be doubled in size.

The Superior Brick Company will erect a plant at Rosslyn, about six miles from Port Arthur, Ont., for the manufacture of pressed brick, tile, hollow blocks, etc.

The Canadian Sardine Co., St. Andrews, N.B., have increased their capital from $1,000,000 to $1,600,000, to be used in extending and doubling the capacity of their plant.

The Canadian Northern Pacific Railway have recently purchased a block of ground in Victoria, B.C., and the company will erect a modern office building of about ten stories height.

R. C. Eckert, of London, Ont., and Geo. Trudell have purchased the property of the Wilcox Mfg. Co., Chelsea Green, Ont., and will remodel it and install new machinery for the manufacture of hardware specialties.





BUYERS' GUIDE TO CANADIAN MANUFACTURES

A List of Articles Which Will Enable the Purchaser to Know the Manufacturers of Made-in-Canada Goods. For Rates for Insertion in this Department Write to the Advertising Manager of Industrial Canada, Toronto.

ACCOUNT BOOKS
The Brown Bros., Ltd., Toronto

ACETYLENE GAS BURNERS
Economic Acetylene Burner Co., Toronto.

ACETYLENE WELDING APPARATUS
*L'Air Liquide Society, Montreal, Que.

ACIDS
*The Grasselli Chemical Co., Limited, Toronto.
*The Nichols Chemical Co., Ltd., Montreal.

ADVERTISING CONTRACTORS
Central Press Agency, Toronto.

ADVERTISING NOVELTIES
*Hough Lithographing Co., Ltd., Toronto.
Lawson & Jones, Ltd., London, Ont.

AERATED BEVERAGES
Charles Gurd & Co., Ltd., Montreal, Que.

AGRICULTURAL IMPLEMENTS
Tudhope-Anderson Co., Ltd., Orillia, Ont.

ALCOHOL
The St. Hyacinthe Distillery Co., Ltd., St. Hyacinthe, Que.
*Hiram Walker & Sons, Ltd., Walkerville, Ont.

ALE
E. L. Drewry, Winnipeg, Man.

ALUMINUM
*Northern Aluminum Co., Ltd., 1106 Traders Bank, Toronto.

AMMONIA
Canadian Ammonia Co., Ltd., Toronto.

ANIMAL REGULATORS
Pratt Food Co., of Canada, Limited, Toronto.

ARSENIC, refined white
The Coniagas Reduction Co., Ltd., St. Catharines, Ont.

ATHLETIC UNDERWEAR
Williams, Greene & Rome Co., Ltd., Berlin, Ont.

AUTOMOBILES
*Ford Motor Co., of Canada, Ltd., Walkerville, Ont.
*Russell Motor Car Co., Ltd., Toronto.

AUTOMOBILE TOPS
Cutten & Foster, Toronto.

AWNING CORD, cotton
Hamilton Cotton Co., Hamilton, Ont.

AWNINGS
J. J. Turner & Sons, Peterboro, Ont.

AXLES
Canada Forge Co., Ltd., Welland, Ont.
Guelph Spring and Axle Co., Ltd., Guelph, Ont.

AXLES, carriage and automobile
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

BABBITT METAL
Alonzo W. Spooner, Limited, Port Hope, Ont.
*The Canada Metal Co., Toronto.

BACON
E. W. Fearman Co., Ltd., Hamilton, Ont.

BAGS
*The Smart Bag Co., Ltd., Montreal.

BAGS, cement
Rideau Bag Co., Montreal, Que.

BAGS, cotton
Bemis Bros. Bag Co., Winnipeg, Man.
Rideau Bag Co., Montreal, Que.
The Canadian Bag Co., Ltd., Montreal, Que.

BAGS, grocery, self-opening
St. Lawrence Paper Bag Co., Quebec, Que.

BAGS, jute
Bemis Bros. Bag Co., Winnipeg, Man.
Rideau Bag Co., Montreal, Que.
The Canadian Bag Co., Ltd., Montreal, Que.

BAGS, sugar
Rideau Bag Co., Montreal, Que.

BAGS, travelling
J. Eveleigh & Co., Ltd., Montreal, Que.
Lamontagne, Ltd., Montreal, Que.
The M. Langmuir Mfg. Co., of Toronto, Ltd., Toronto.

BAKING JAPAN
*Berry Bros., Ltd., Winnipeg, Man.

BAKING POWDER
White Swan Spices & Cereals Ltd., Toronto.

BANK AND OFFICE RAILINGS
*The Geo. B. Meadows, Toronto Iron and Brass Goods Works Co., Ltd., Toronto.

BANK FITTINGS
The Canadian Office & School Furniture Co., Ltd., Preston, Ont.

BARBERS' FURNITURE AND SUPPLIES
Jones Bros. & Co., Ltd., Toronto.

BARS, iron
London Rolling Mill Co., Ltd., London, Ont.

BARS, steel
London Rolling Mill Co., Ltd., London, Ont.

BASEBALL GOODS
A. J. Reach Co., Toronto.

BATHS, ENAMELLED
Amherst Foundry Co., Ltd., Amherst, N.S.

BATTERIES, dry
The Canadian National Carbon Co., Ltd., Toronto.
Canadian Carbon Company, Ltd., Toronto.

BEDS, camp folding
*Otterville Mfg. Co., Ltd., Otterville, Ont.

BEDS, davenport
Imperial Rattan Co., Ltd., Stratford, Ont.

BEDS, metal (brass and iron)
Quality Beds, Limited, Welland, Ont.
Shurly & Dietrich, Galt, Ont.

BEDSTEADS
Anchor Mfg. Co., Ltd., Toronto.

BEDSTEADS AND BEDDING
The Ideal Bedding Co., Ltd., Toronto.

BEEF
E. W. Fearman Co., Ltd., Hamilton, Ont.

BEER
E. L. Drewry, Winnipeg, Man.

BELTING AND BELTS (Ladies)
J. Henry Peters Co., 1 Mincing St., Toronto.

BELTING, Elevator
*Canadian Consolidated Rubber Co., Ltd., Montreal Que.

BELTING, leather
The Beardmore Belting Co., Ltd., Toronto.
Sadler & Howarth, Montreal.

BELTING, rubber
*Canadian Consolidated Rubber Co., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
*Goodyear Tire & Rubber Co., Ltd., Toronto.
*Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd., Toronto.

BELTING, stretched cotton duck
Dominion Belting Co., Ltd., Hamilton, Ont.

BENT GOODS
The Crown Lumber Co., Woodstock, Ont.

BICYCLES AND ACCESSORIES
*Canada Cycle & Motor Co., Ltd., Toronto.

BILLIARD BALLS
Samuel May & Co., Toronto.

BISCUITS
McCormack Mfg. Co., Ltd., London, Ont.
The Montreal Biscuit Co., Montreal, Que.

BLANKETS
Slingsby Mfg. Co., Ltd., Brantford, Ont.

BLANKETS, horse
Slingsby Mfg. Co., Ltd., Brantford, Ont.

BLANKETS, lumbering
Slingsby Mfg. Co., Ltd., Brantford, Ont.

BLANKETS, shanty
Slingsby Mfg. Co., Ltd., Brantford, Ont.

BLASTING ACCESSORIES
Canadian Explosives, Ltd., Montreal, Que.

BLEACHING POWDER
Canadian Salt Co., Ltd., Windsor, Ont.

BLINDS, outside
The Watson-Smith Co., Ltd., Toronto.

BOAT TOPS
Cutten & Foster, Toronto.

BOATS OF ALL KINDS
Peterboro Canoe Co., Ltd., Peterboro, Ont.

BOILER COMPOUND, economic
Canadian Economic Lubricant Co., Ltd., Montreal, Que.

BOILER COMPOUND AND OILS
Electric Boiler Compound Co., Ltd., Guelph, Ont.

BOILERS
*Goldie & McCulloch Co., Ltd., Galt, Ont.
*E. Leonard & Sons, London, Ont.
*John McDougall Caledonian Iron Works Co., Ltd., Montreal, Que.
*Polson Iron Works, Ltd., Toronto.
J. & R. Weir, Montreal, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.
St. Lawrence Saw & Steel Works Co., Ltd., Sorel, Que.

BOILERS AND TANKS
International Marine Signal Co., Ltd., Ottawa, Ont.

BOILERS, hot water or steam
Steel and Radiation Ltd., Toronto.
Warden King, Ltd., Montreal, Que.

BOILERS, steam
Steel and Radiation, Ltd., Toronto.
Warden King, Ltd., Montreal, Que.

BOILER STANDS
Anthes Foundry, Ltd., Toronto.

BOLSTERS
*Canadian Car & Foundry Co., Ltd., Montreal, Que.

BOLTS, NUTS AND RIVETS
*The Canadian Tube & Iron Co., Ltd., Montreal, Que.

BOOKBINDERS
R. G. McLean, Toronto.
The Brown Bros., Ltd., Toronto.

BOOKCASES, sectional (Gunn)
The George McLagan Furniture Co., Ltd., Stratford, Ont.

BOOKLETS
Stone Limited, Toronto.
R. G. McLean, Toronto.

BOOKS, blank
*Business Systems, Ltd., Toronto.
The Brown Bros., Ltd., Toronto.

BOOTS AND SHOES
Ames-Holden-McCready, Ltd., Montreal, Que.
J. B. Blouin, Ltd., Levis, Que.
J. Leckie Co., Ltd., Vancouver, B.C.
G. V. Oberholtzer Co., Ltd., Berlin, Ont.
The John Ritchie Co., Ltd., Quebec, Que.

BOOTS AND SHOES, rubber
The Miner Rubber Co., Ltd., Granby, Que.

BOWLING ALLEYS
Brunswick - Balke - Collender Co. of Canada, Ltd., Toronto.
Samuel May & Co., Toronto.

BOXES, paper
The King Paper Box Co., Ltd., Montreal, Que.

BOXES, rattle and soap
The Arlington Co. of Canada, Ltd., Toronto.

BOXES AND SHOOKS, wooden
The C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.

BOXES, wooden
G. & J. Esplen, Montreal, Que.
Barchard & Co., Ltd., Toronto.

*For Display Advertisement See Index, Page 548.

CONTENTS

	PAGE
Editorials	719
Executive Council Proceedings. By G. M. Murray	724
Mr. Peter Lyall	726
Unions Liable for Damages	727
Mr. R. J. Younge	727
Industrializing Toronto's Harbor. By A. C. Lewis	728
Accident Prevention	731
Endorsing Public Charities. By J. M. McIntosh.	732
Chief Tremblay's Fire Report	734
Mr. J. D. Rolland	737
Australian and South African Duty Stamps	738
Enlarging Fort William Harbor	738
England Tiring of Free Trade	739
Mr. P. H. Burton	740
Insurance Notes	741
Legal Notes	742
Transportation Notes	743
Miscellaneous	745
Changes in Freight Rates	746
Trade Enquiries	748
Among the Industries	748

Index to Display Advertisements on next page

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INDEX TO DISPLAY ADVERTISEMENTS

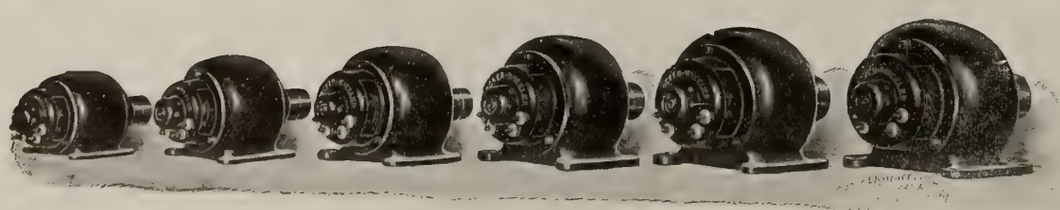
American Can Co....700
Asbestos Mfg. Co....753
Atkins, E. C. Saw Co....760
Ault & Wiborg Co., of Canada....687
Banfield, W. H. & Sons....783
Beath, W. D. & Son....769
Beatty, M., & Sons....685
Berlin Machine Works....674
Berry Bros....759
Bertram, John, & Sons Co....669
Boeckh Bros....700
Boiler Inspection & Insurance Co....705
Boiler Inspection (Provincial Government)....753
Booth-Coulter Copper and Brass Co....757
Bradstreets....783
Brandon....671
British-American Oil Co....Inside Front Cover
B. C. Mills Timber and Trading Co....693
Calgary....670
Canada Foundry Co....765
Canada Iron Corporation....701
Canada Machinery Corporation....696
Canada Metal Co....777
Canada Iron & Wire Goods Co....752
Canadian Appraisal Co....689
Canadian Bank of Commerce....756
Canadian Billings and Spencer....783
Canadian Boomer & Boschert Press Co....710
Canadian Bridge Co....767
Canadian Car and Foundry Co., Limited....688
Canadian Consolidated Rubber Co....Outside Back Cover
Canadian Crocker-Wheeler Co., Limited....666
Canadian Fairbanks-Morse Co., Ltd....697
Canadian Fairbanks-Morse Co., Ltd....752
Canadian Drawn Steel Co., Limited....710
Canadian Hart Wheels....690
Canadian Oil Companies, Ltd....Inside Front Cover
Canadian H. W. Johns-Manville Co....691
Canadian Street Car Advertising Co....667
Canadian Steel Foundries....688
Canadian Sunbeam Lamp Co....706
Canadian Tube & Iron Co....711
Canadian Pacific Railway....775
Canadian Westinghouse Co....717
Chapman Double Ball Bearing....714
Conduits, Limited....754
Consolidated Mining and Smelting Co., of Canada, Limited....714
Coquitlam....679
Dart Union Co....686
Davidson, The Thos., Manufacturing Co. Limited....781
Dennis Wire & Iron Co....699
Dodge Mfg. Co....680
Dominion Abrasive Co....783
Dominion Creosoting Co....769
Dominion Express Co....690
Dominion Paper Box Co....760
Dominion Steel Castings Co....767
Dominion Textile Co....761
Dougall Varnish Works....Inside Back Cover
Eddy, E. B., Co....763
Elder, Dempster & Co....773
Eureka Mineral Wool & Asbestos Co....753
Factory Inspectors....753
Ford Motor Company....703
Franco-Canadian Welding Co....749
Fraser, E. M....752
Galt Malleable Iron Co....779
Garlock Packing Co....711
General Fire Equipment Co., Limited....777
Gibbons, J. J....Outside Front Cover
Glidden Varnish Co....682
Globe, The....676
Goderich Organ Co., Limited, The....758
Goldie & McCulloch Co., Limited, The....673
Goodyear Tire & Rubber Co....784
Gourlay, Winter & Leeming....692
Gramm Motor Truck Co....702
Graselli Chemical Co....784
Greening, The B., Wire Co., Limited....751
Greey, Wm. & J. G....718
Gutta Percha and Rubber Mfg. Co., Limited....Inside Back Cover
Hamilton Bridge Works....665
Hinde & Dauch Paper Co....712
Hough Lithographing Co....751
Hyslop, D. A....752
Imperial Oil Co....781
Imperial Wire & Cable Co., Limited....671
Inglis, John, Co....695
International Varnish Co....684
Jeffrey Manufacturing Co....705
Jenckes Machine Co....718
Jones, J. L., Engraving Co....777
Jones & Moore Co....701
Jonquiere Pulp Co....759
Kerr Engine Co., Limited....685
L'Air Liquide Society....672
Leonard & Sons, E....694
London and Lancashire....783
Lumen Bearing Co....704
Lysaght, John, Limited....Inside Back Cover
MacDonald Mfg. Co....692
Macey Office Equipment Co....708
Manitoba Gypsum Co....758
Martin Corrugated Paper & Box Co....687
Massey-Harris Co....757
McDougall, The R. Co....699
McLaren, D. K....703
McLaren, J. C., Belting....703
Meadows, The Geo. B....
Merchants Mutual Steamship Co....773
Metallic Roofing Co. of Canada, Limited....771
Metal Shingle and Siding Co., Limited....672
Mitchell, Robt. & Co....757
Montreal Lithographing Co....701
Morrow, John, Screw....706
Morton, Phillips & Co....783
National Acme Manufacturing Co....668
National Machinery and Supply Co....699
New Brunswick Pulp & Paper Co....685
New Zealand Shipping Co....771
Nichols Chemical Co., Limited, The....781
Nicholson File Co....781
Northern Aluminum Co....771
Nova Scotia Steel and Coal Co., Limited....707
Ontario Wind Engine and Pump Co....767
Ormsby, A. B., Limited....704
Otterville Mfg. Co....758
Page-Hersey Iron, Tube and Lead Co....707
Packard Electric Co....708
Penman's Limited....705
Peerless Carbon & Ribbon Manufacturing Co....686
Phillips, Eugene F....779
Pickford & Black....773
Pinchin, Johnson Co....684
Polson Iron Works, Limited....779
Pratt & Letchworth....Inside Front Cover
Purdy, Mansell & Co....754
Regina....672
Regina Storage & Forwarding Co....686
Rhodes, Curry Co....688
Riordon Paper Mills, Limited....709
Ritchie & Ramsay....709
Robb Engineering Co., Limited....690
Rockwood Sprinkler....678
Rolland Paper Co., The....709
Royal Bank....756
Russell Motor Car Co....683
Scarfe & Co....685
Sheldons, Limited....691
Smart Bag Co., Limited, The....673
Standard Sanitary Mfg. Co....675
Steel Co. of Canada....713
Structural Steel....767
Tallman Brass and Metal Co....689
Thomson, Tilley & Johnston....779
Thompson & Norris Co....Outside Back Cover
Toronto Hydro Electric System....743
Trussed Concrete and Steel Co....755
Union Drawn Steel Co. Limited....710
United Typewriter....771
Vogel, H. G., Co....704
Walker, Hiram & Sons....698
Waterous Engine Works Co., Limited....694
Winnipeg....671
Wood & Service....758

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Motors, Generators, Transformers

FROM 1/20 H.P. TO 10,000 H.P.



The Celebrated Form "L" Line 1/20 to 7½ Horse Power

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Head Office and Works, St. Catharines, Ontario

Branches: Montreal, Vancouver

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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A Kindly Word from the West.

"WE are in receipt of your annual number, which was a very fine production, and are also glad to note that in all your numbers you take a reasonable view of questions and show a disposition to discuss things on their merits."

The above is an extract from a letter written to the editor of INDUSTRIAL CANADA by Mr. J. A. Aikin, publisher of the Saskatoon *Phoenix,* which is probably the best newspaper between Winnipeg and Vancouver. It supports the Liberal party, and, although it is one of the champions of Reciprocity, it maintains its position without fury.

We would like to see the mental attitude of the *Phoenix* reflected in the editorial columns of more Western newspapers. When Westerners, who incline towards Free Trade, admit that Easterners, who believe in Protection, "take a reasonable view of questions and show a disposition to discuss things on their merits," and when Easterners can see a similar reasonableness in Western opinions, there is a bright prospect for intelligent discussion of, and a self-respecting compromise on any problem, even though it bristles with controversial points.

There is nothing to be gained by Easterners and Westerners hurling angry arguments at one another, through several thousand miles of thin air, on trade and tariff matters, which, after all, few of them understand.

We believe that the majority of Westerners are, like Mr. Aikin, anxious to decide fiscal matters by the calm and steady light of reasonable investigation, rather than by the sulphurous and fitful gleams of controversy.

Unfortunately, the abusive opinions of certain ill-balanced Western papers are often more widely circulated than those of the progressive and temperate papers. The news agencies pick out an extract from a sensational and rhetorical article and telegraph it East, as though it represented the opinion of the entire West. Then they carefully watch the more excitable Eastern papers for a hot-headed reply, which is promptly telegraphed West.

The chief purpose seems to be to give the public something stimulating to read.

Of what avail is this interchange of red and smoking words? They may be the embers which will start a conflagration as spectacular and as unproductive as a prairie fire.

The judgment of the people requires facts, figures, and patient study, and decisions based on sure foundations.

Turning Back the Clock.

SOCIALISTS and extreme Trade Unionists apparently wish to return to the social system of a thousand years ago. At that time society was divided into water-tight compartments. If you were born in one you had no chance of getting into another. The New Thought placed a premium on individualism, and now, among the more enlightened nations, a man can rise to any position

The Socialists and Trade Unionists want classes—laboring class, capitalistic class and leisure class. In the laboring class individualism is discouraged. The unions force the good workman to take almost the same pay as the poor workman. Moreover, the good workman must restrict his ideas and efforts lest he "speed up" beyond the inclinations of his less able and willing associates. He is condemned to remain in a class.

The Recently Discovered Barrier.

"THERE seems to be a feeling, which is spreading, that if there is to be a substantial revision of the American tariff, with a removal or reduction of duties on many Canadian products, there must be a strong movement in the Dominion, especially in the Western provinces, for a revision of the Canadian tariff, with a corresponding lowering of duties on American products." The above extract is from an editorial published recently in the New York *Journal of Commerce,* dealing with the probability of the downward revision of the United States tariff.

The assumption that the Canadian tariff should be revised in sympathy with any reduction of the United States tariff is not one which will be accepted in this country. It might be received more favorably if the tariffs governing the international trade between the two countries were approximately level, but why should Canada reduce her average ad valorem rate of 25 per cent. on dutiable goods which come into this country from the United States because there is an agitation in that country to reduce the average ad valorem rate of 45 per cent. which is imposed on Canadian goods? Let those who make tariffs in the United States come down to our level before asking us to revise our schedules still further downward.

"There could hardly be anything more absurd," continues the *Journal of Commerce,* "than raising and maintaining a barrier to trade between the United States and Canada."

We would like to remind the *Journal of Commerce* that it was the United States, and not Canada, that raised the barrier, maintained the barrier, and used it as a perpetual menace to force us into the Union. Those were the days when Canadian industries starved. Now, when thousands of factories are busy manufacturing goods and building up the towns and cities of Canada, and creating a home market for our farmers, the citizens of the United States suddenly find that the barrier is unnecessary. They want a new arrangement by which our raw material will go south to supply the factories of Chicago, New York State and New England; by which hundreds of thousands of our immigrants will be attracted to United States factories to change Canadian raw material into United States manufactures; by which these same manufactures will be shipped back over a low tariff wall into Canada and sold to her people, leaving the profits of manufacture in the United States; and which will prevent United States firms from sending millions of dollars into this country to establish branch factories.

We want no such arrangement, and we believe that any proposals to bring it about will be as firmly rejected as was the ill-starred Reciprocity pact.

Bad Examples.

BECAUSE they shot a harmless Macedonian for the fun of the thing, three Toronto boys, 12, 13 and 15 years of age, respectively, have been taken into custody. They told the detectives that they had been reading sensational novels and wished to commit a few crimes, of which the notorious Jesse James would be proud. The newspapers of Canada publish similar occurrences with alarming frequency.

Bad books, sensational newspaper reports, and the talk of violent men inspire such children to commit crimes against life and property. This is scarcely surprising, although it is lamentable. These same children read accounts of lawless members of some of the trade unions who blow up bridges or burn factories, "to get their rights from capital," and of anarchists who shoot down rulers "for the sake of liberty."

One of the most effective ways to reform a child desperado is to make an example of the adult criminal who indirectly misled him.

The Fight Against Tuberculosis.

"IN reviewing the progress of the campaign against tuberculosis in Canada during the past year it will be seen that this great movement has been growing steadily over the whole Dominion. In some localities the work is being done by the societies organized for that purpose, in others by the awakened municipalities, but in those where the best results are being attained there is always co-operation between the Government, the municipality and the local societies."

The above extract from the annual report of the Canadian Association for the Prevention of Tuberculosis is a bright ray of light, defying the gloom which must descend upon the minds of all who contemplate the ravages of this mysterious and dreadful malady.

One of its sinister characteristics is that it flourishes in the open spaces of the country almost as evilly as in the packed spaces of great cities. Its presence in a factory is a menace, not only to those with whom the afflicted person comes in contact, but also to those who buy the articles which he helps to make.

The annual Christmas appeals are now being made to manufacturers for financial assistance, and there is little doubt that generous contributions will be secured. There are times when even the most loyal contributors feel pessimistic, but the following brief summary of progress,

which indicates the situation in the various provinces of Canada, should encourage them:

British Columbia. Law now compels hospitals receiving Government aid to provide for tubercular patients. The King Edward Sanitorium at Tronguille has been greatly enlarged.

Alberta. Legislation promised to assist local sanitoria to the extent of one-quarter the cost of building, and 35 cents a day per patient. It is probable that institutions will be established at Calgary and Edmonton.

Saskatchewan. $50,000 has been raised, half by Government grant, for new hospital which is being built in the Qu'Appelle Valley.

Manitoba. The sanitorium at Ninette is operating at its full capacity. Winnipeg intends to erect a new home for advanced cases to accommodate 80 cases.

Ontario. Provincial legislation granting assistance to local sanitoria is moving towards the ideal of having a sanitorium in every county. Many counties and cities are now building them.

Quebec. During the year money was raised for the the new Mount Sinai Sanitorium and the Laurentian Sanitorium at St. Agathe.

New Brunswick. A new sanitorium will be erected to supplement the work now done by the Dispensary of St. John.

Nova Scotia. Legislation promised to assist local sanitoria to the extent of one-fifth of the cost of the building, and $1.50 per week per patient.

Prince Edward Island. Educational campaign is in progress to erect a sanitorium to supplement the work of the dispensary at Charlottetown.

The keynote of all educational campaigns is "Prevention." Keep the plague out of the home and the factory, rather than wait to cure its victims.

Ex-Service Men for Canada.

DOES Canada want ex-sailors from the British navy, and ex-soldiers from the British army?

The British War Office estimates that during this year, and the next two years, the following number of soldiers and sailors will pass out of the service after having been the regulation twelve years under the colors: 1912, 21,500; 1913, 24,200; and 1914, 26,000. Ordinarily, 13,000 men are retired from the service annually; consequently, during these three years, there will be a surplus of 30,000 veterans, the majority of whom are between 30 and 35 years of age, and unmarried.

Most of these men will find it difficult to secure positions in the British Isles. To overcome this difficulty the Naval and Military Immigration League has organized a movement to send as many as possible of these veterans to the colonies. Up to date, between 600 and 700 ex-service men have come to Canada. Nearly all of them paid their own fares. The League has asked the Hon. Dr. W. I. Roche, Minister of the Interior, to advance the fares of one thousand ex-service men at the rate of $50 per man, which would be repaid when they found positions in Canada.

We believe that Canada would benefit greatly by the addition of British veterans to her population. The discipline under which they have been trained demands the virtues of obedience, orderliness, cleanliness and loyalty.

There is another point to be considered. Canada is talking about military and naval defence. It might be a good thing to have a few thousand fighting men who know something about the business.

Eastern Sea Fisheries.

AN excellent report on the sea-fisheries of Eastern Canada has just been published by the Commission of Conservation. It includes articles on the whitefish of the Great Lakes, oyster conservation, lobster fishing, shad fishing, curing and marketing of fish and fish culture. The Commission's interest in one of Canada's important industries will be appreciated by fishermen and manufacturers. When the census of 1911 was taken, there were no less than 1,521 establishments in Canada occupied in the business of preserving fish. Capital to the amount of $13,239,279 was invested, and 18,320 employees were engaged, while the value of the finished product was $12,309,237. We cannot afford to neglect the production of "brain food."

Fire Prevention Campaign.

THE Association will begin a fire prevention campaign on the 19th of December.

Canadians are burning property at the rate of $500 per minute.

If we succeed in diminishing the number of fires, we shall preserve lives, save property, eliminate expensive delays to business and reduce insurance rates.

Every member should become a lieutenant in the fight.

Changing the Basis of Taxation.

THE proposed revision of the Ontario Assessment Act concentrates attention upon all the taxation systems of Canada. Out of all the controversy certain convictions seem to be crystallizing.

First, there is a general dissatisfaction with the business tax, which tends towards the penalization of industry. It is doubtful if the business tax will long survive the fire of criticism, and its demise will leave few mourners.

Secondly, the income tax should be abolished or collected in an equitable manner. At present, those whose salaries can be ascertained by the investigation of payrolls, are taxed up to the full amount stipulated by statute, while many others escape by concealing their incomes in investments.

Thirdly, there is an increasing inclination to shift the burden of taxation to land, and to diminish that which has heretofore been borne by improvements. Some Western cities, Vancouver and Edmonton, for example, tax land only and exempt improvements altogether. Their experiment, while showing good results, has not yet been sufficiently tried by time or commercial depressions to warrant complete endorsation; but it has attracted much attention and has loosened the convictions of those who formerly adhered to the broad principle of taxing wealth wherever it could be found, whether in land or improvements or income or personal property. In dealing with land, care should be taken to avoid confusing the taxation of unimproved land, which is not increasing in value, with the arbitrary participation of the municipality or state in the profits secured through the "unearned increment" of land values.

For example, a man may hold a lot in a residential section of a city for ten years without its increasing in value. The bare lot detracts from the artistic appearance of the locality and depreciates to some extent the value of adjoining residential property. There is a growing conviction that the owner of such a lot should be taxed into improving it. To illustrate the attitude towards the "unearned increment," suppose this same lot increased in value 100 per cent. through the activity and energy of adjoining owners who improved their property. The opinion of most Canadians is that this man should give up a reasonable percentage of this "unearned increment," which he did nothing to produce; and in addition, should pay a stiff tax for leaving his property unimproved while the "increment" was growing.

A Blow at Railway Combines.

THE combination of competing lines of railways is no longer legal in the United States, according to a recent decision of the United States Supreme Court.

The decision ordered the Union Pacific Railway to get rid of the stock it held in the Southern Pacific, one of its competitors. That the purchase or control of a railroad by a competing railroad is a violation of the Sherman Anti-Trust Act is clearly stated in the following extract from the Court's decision:

"It may be regarded as settled that a combination which places railroads engaged in interstate commerce in such relation as to create a single dominating control in one corporation, whereby natural and existing competition in interstate commerce is unduly restricted or suppressed, is within condemnation of the Act.

"We think it can make no difference that instead of resorting to a holding company, as was done in the Northern Securities' case, the controlling interest in the stock of one corporation is transferred to the other. The domination and control and the power to suppress competition are acquired in the one case no less than in the other, and the resulting mischief at which the Statute was aimed is equally effective whichever form is adopted."

In the light of the above decision there will be a general release of railway stock in the United States.

Our own Canadian Pacific is affected, as it owns and controls the Soo line and the Duluth, South Shore and Atlantic.

This decision will have a discouraging effect upon Canadian railroads which cherish hopes of raising rates by forming a huge transportation merger.

"Agreeing" on the Price.

"LISTEN! The boss doesn't pay you any more than he has to.

"Any more than you are strong enough to take.

"The way to get wages under our present system is to join a trade union and sell your labor at a price that you can command by agreeing with your fellow workmen what it shall be.

"You sell a commodity when you go to work, you have a right to say what the price shall be. Get into business on the proposition."

The above is an extract from an editorial which appeared on November 22nd in *Industrial Banner,* a labor weekly published in Toronto.

Would it be easy to find more effective instructions for organizing a labor combine than those contained in the last two paragraphs?

British Wages.

THE manufacturers of Canada have been severely censured for opposing any increase in the British preference.

INDUSTRIAL CANADA has been attacked by a dozen newspapers for making this statement: "We want to see less British and foreign manufactures come in, and more made in Canada."

Employees of industrial concerns, who feel disposed to vote for politicians who want to lower the duties against British goods should study the following Government statistics dealing with wages.

Of the eight million adult wage workers in England:

Four per cent. receive less than $3.65 a week.

Eight per cent. are paid from $3.65 to $4.87.

Twenty per cent. receive from $4.87 to $6.10.

Twenty-one per cent. get from $6.10 to $7.30.

Twenty-one per cent. get from $7.30 to $8.52.

Thirteen per cent. get from $9.75 to $10.96.

And only six per cent. get more than $10.96 per week.

The people who receive these wages make goods which are partially kept out of Canada by the duty. If the duty is lowered, more British goods will enter Canada. If Canadian manufacturers have to cut selling prices to meet the increased competition, part of their loss must fall on their employees.

Do Canadian workmen want these wages?

Applying Art.

"A THING of beauty is a joy for ever." The truth of the above line has been keenly felt by everyone who is sensitive to the curse of ugliness, the needless blight which has supplanted so much loveliness in the world.

Ugly houses, ugly streets, ugly clothes, ugly furniture, ugliness multiplied in dull variety afflicts the eye persistently till pessimism sometimes whispers that everything manufactured by man is essentially ugly, and is stamped and marred and debased by an ugliness which is as perennial and unconquerable as original sin.

Why is there so little art in some of the goods "made - in - Canada"? Canadian manufacturers are not deliberately making ugly things. They are striving to procure attractive goods which will attract the popular eye. The truth is that there are too few able and experienced Canadian designers who possess a wide knowledge of applied art. We want artists who can specialize in commercial art. Before we can get such artists we must provide means for their education. Then we must educate the public. Paris goods are welcomed all over the world because they are beautiful. "Made-in-Canada" goods, if they are ambitious to receive a similar welcome, should strive for the quality of beauty as well as that of utility.



Sir Wilfrid: "See what a fine thing I am doing for you."

Suspicious Fires.

FORTY per cent. of the fires which occur in Montreal are of suspicious origin, according to Fire Chief Tremblay of that city. He also claims that 60 per cent. of the fires in Montreal occur in buildings which are over insured.

Similar reports come from other Canadian cities. Although arson is a criminal offence, few incendiaries are convicted. Why? Because no one apparently considers it his special duty to collect evidence for the prosecution. The insurance companies pay the "losers" and everyone seems satisfied but the companies, and they dare not express discontent lest they lose business.

Those who indifferently submit to this infamous practice cannot escape a charge of neglect, which almost amounts to criminal complicity. It is the duty of all citizens to see that a suspicious fire is investigated and that the incendiary is convicted.

Suppose his heavily insured building stands between two buildings belonging to honest men, who have little or no insurance. He sets his building on fire and burns down all three. Life has been endangered and perhaps taken, the two honest men have been probably ruined, but the criminal pockets his profits and escapes justice.

In many States of the Union fire marshals have done great service, not only in reducing fire waste, but also in punishing incendiaries, and in educating the people to a proper appreciation of their responsibilities in the fight against fire.

Building Harbors in Canada.

THERE is great significance in the magnitude of harbor development work now in progress or under contemplation in Canada. It is general from coast to coast.

A commission is being formed to improve and govern the harbor of Vancouver, in anticipation of the Panama Canal traffic. Fort William and Port Arthur are spending huge sums. The Toronto Harbor Commissioners have just published plans which involve the expenditure of $19,000,000; of which over $7,000,000 will be used to reclaim a tract of land for factory sites. The commissioners of the Port of Montreal are not resting on their laurels but, instead, are making further extensive enlargements and improvements. St. John, N.B., has drawn the attention of continental shipping interests to her magnificent harbor plans; and Sydney, N.S., is not behind in the march of progress.

The ships of the world will soon crowd our great harbors.

It is well to prepare for the time when a satiated home market will compel us to ship abroad the surplus of our manufactured goods. Let us continue to improve our harbors. We shall need them in the coming struggle.

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY

General Secretary of the Association

The Insurance Committee has Launched a Fire Prevention Campaign. All Recommendations for Spending the Association's Funds Must be Passed by the Finance Committee. Many Members' Applications from Winnipeg Branch.

THE Executive Council of the Manufacturers Association met a week earlier than usual last month. Ordinarily it would have convened on the 21st, but that was the day set for the opening of Parliament, and in deference to the wishes of those who were anxious to have certain matters discussed and policies laid down prior to that important event, the earlier meeting was duly arranged. As things turned out, however, it might as well have been left unchanged for the wiseacres on the Council fought shy as usual of anything that savored of politics.

President Gourlay was in the chair and upheld his reputation for despatching business in one, two, three order. The attendance was 36, including a large representation from outside points, among the number being First Vice Gordon from Montreal and Quebec Vice Fraser from St. Johns.

Finance.

The Treasurer's statement was at first sight something of a shock, showing as it did a reduction in the bank balance as between September and October of nearly $9,000, but when he explained that over $3,000 belonging to the Regina Relief Fund had been withdrawn from the books of the Association and another $5,000 put away in interest bearing securities everyone felt so relieved that he got his report adopted without the slightest difficulty.

There was a good deal of wrangling for a time over a recommendation from the Finance Committee which had not been worded with the Secretary's usual care, but Mr. Chown, of Kingston, finally came to the rescue and with consummate skill supplied the touches needed to set everything straight. As a warning to members who may be contemplating a raid on the treasury, it may be just as well to quote the ruling in full:

"Your Committee deem it wise to refer to the fact that on more than one occasion recommendations for appropriations have been made direct to this Council without first being submitted to your Finance Committee for consideration. Your Committee are at all times actuated by a desire to promote the interests of the Association in every possible way but so long as they are to be held responsible for the condition of the Association's Finances they think it only fair and reasonable that their approval should be asked in the cases of all new expenditures contemplated, otherwise an appropriation might at some time be voted when the funds in the treasury would scarcely justify it. It is recommended, therefore, that for future guidance, looking to the best interests and the even balance of the whole organization, Council adopt a ruling to the effect that all appropriations covering work of any character whatsoever be considered by Council only after they have been reported on by the Finance Committee."

Mr. G. F. Beer retires from the Finance Committee this year, and is succeeded by Mr. George T. Irving.

Applications.

The Membership Committee are evidently not afraid of "hoodoos," otherwise they might have found some excuse for holding over one of the following twenty-three applications.

Hamilton.

Bowes-Jamieson, Limited. Stoves and Heaters.

Montreal.

Cotton Threads, Limited. Cotton Threads.

Carter's Ink Company. Ink, Carbon Paper, etc.

Toronto.

The Lauren Mfg. Co. Coats, Suits, etc.

McFarlane Ladder Works. Ladders, etc.

The Toronto Feather and Down Co., Ltd. Comforters, etc.

Windsor, Ont.

Hupp Motor Car Co. Automobiles.

Winnipeg, Man.

The Boyce Carriage Co., Ltd. Wagons, etc.

Canada Furniture Mfrs., Ltd. F. Shaw, 2nd.

The Canadian Carbon Co., of Winnipeg, Ltd. Dry Batteries.

Cummings Brass Company. Brass, Iron and Wire.

Dominion Bridge Co., Ltd. George E. Bell, 2nd.

Dominion Gypsum Co., Ltd. Gypsum Product.

Finnie & Murray. Tents, Flags, etc.

Geo. Gale & Sons. R. D. Turner, 2nd.

H. Hilton & Sons. Asbestos Goods.

The Hingston Smith Arms Co., Ltd. Sporting Goods.

International Harvester Co. of Canada. M. J. Rodney, 6th.

The Wm. A. Marsh Co. Western, Ltd. Boots and Shoes.

Ryan Brothers. Refrigerators, etc.

J. N. Tappe & Co. Women's Suits, etc.

The Willson Stationery Co., Ltd. Book Binders, etc.

Winnipeg Stone Co., Ltd. Cut Stone.

The list from Winnipeg speaks volumes for the activity of the new Western Secretary, who promises even better results for next month.

The Committee reported a revival of interest in Association work in Quebec City the Branch there having decided to celebrate St. Andrew's Day by a dinner at Kent House. Mr. George S. Morisset is the newly appointed Secretary of the Branch. His address is Quebec Railway Building.

Industrial Canada.

The Association is not making as much money out of this publication as it used to, for the simple reason that the paper is acquiring extravagant tastes and spending two dollars where it used to get along on one. It is using more illustrations, paying more for special articles, handing out cheques

for prize essays, and worst of all, denying itself the pleasure of collecting from display advertisers for listing them in the Buyers' Guide.

The Essay Competition for INDUSTRIAL CANADA prizes at the Ontario Agricultural College resulted as follows:

1st.—W. C. Southworth. "Sheep Raising for Wool and Mutton." $50.

2nd.—J. Miller. "On the Relation of the Farmer to the Manufacturer." $30.

3rd.—J. H. Tisdale. "Sheep Raising for Wool and Mutton." $20.

At Dalhousie University, Halifax, Rudolf A. Clemen, receives a $60 prize for a treatise on "The Movement of Rural Population in Nova Scotia during the last Twenty Years."

Some of these essays will probably appear later in INDUSTRIAL CANADA as special articles.

Increase in Cartage Rates.

At the request of the Association, the Board of Railway Commissioners have postponed until Dec. 31st next the new tariffs of the railways increasing the cartage rates at points East of Port Arthur. Meanwhile evidence is being gathered by the Transportation Committee to show why the proposed increases should not be allowed.

Freight Classification.

As the result of a series of conferences between representatives of both shippers and carriers, the latter have agreed to withdraw practically all the increases in the classification to which objections were raised by the C.M.A. A new classification, to be known as No. 16, will shortly be issued, which will contain a complete revision of the ratings on furniture, plumbers' supplies, paper boxes, bar and shop fittings and creamery machinery, as well as modifications in a number of individual ratings.

Interswitching.

The order of the Railway Commission, known as the "General Interswitching Order," has again been attacked by the railway companies in connection with a complaint from Montreal that the Canadian Pacific Railway had placed an embargo on traffic originating on the Grand Trunk, Intercolonial and Canadian Northern Railways consigned for delivery on Canadian Pacific Railway team tracks. The railways have of late taken the position that the order does not cover team track deliveries, but rather is confined to deliveries on private sidings.

At a hearing in Ottawa on Nov. 5th, the Chairman expressed the opinion that according to the judgment of the late Judge Killam, who heard the original application, the order was intended to cover team tracks as well as private sidings.

The Canadian Pacific Railway now wants to know whether or not there should be a general interswitching order applicable to every terminal in Canada, and, if so, what kind of tracks are to be covered by the order. A hearing on this point will be given some time in January.

Increase in Warehouse Storage Charges.

The railway companies have filed with the Railway Commission new tariffs applying in the territory East of Port Arthur, effective December 9, 1912, increasing the storage rates and cutting down the free time. The rates are the same as those in effect West of Port Arthur, namely, the present rate on goods in the first five classes for the first week or portion thereof is 2 cents per 100 lbs., and on classes 6 to 10, 1 cent. per 100 lbs. The rates in the new tariffs are, for the first week or portion thereof, 3 cents and 1½ cents, respectively, and for the second week or each succeeding week or part thereof, 6 cents and 3 cents, respectively. The minimum charge at the present time is 10 cents—proposed 15 and 30 cents. The free time does not conflict with the conditions of the bill of lading.

Parcels Post.

According to the report of the Special Committee who were appointed at the Annual Meeting to wait upon the Postmaster General in the above matter, there will shortly be something doing. The interview took place early in November, when the representatives of the Association urged that Canada be provided with a parcels post system as similar to that of Great Britain as conditions in this country would permit.

The Minister gave assurances that a Bill was in course of preparation, to be introduced at the present session, which he hoped would be broad enough to meet the views of those that were asking for the service, without prejudice to the interests of merchants in the smaller centres.

Fire Prevention Campaign.

The Insurance Committee, with the assistance of some of the Branches, expect to start out on an active campaign of Fire Prevention, and to this end are bringing over Mr. Franklin H. Wentworth, Secretary of the National Fire Protection Association from Boston, to speak at dinners of the Montreal, Hamilton and Toronto Branches on December 17th, 18th and 19th, respectively. On this occasion care will be taken to report Mr. Wentworth's remarks in full and the membership at large will have an opportunity later of reading his address in the columns of this paper.

Automatic Sprinkler Failures.

Reference was made by the Committee to a recent fire in Montreal where two manufacturers suffered serious losses. Both properties were protected by automatic sprinklers under what were supposed to be standard installations, but owing to inadequate water supply and to breaks in the city mains, the sprinklers were practically out of commission. In order to correct an impression prevalent in some quarters that this was a sprinkler failure, the Committee desire it to be distinctly understood that the trouble was due wholly to inadequate and unreliable sources of water supply. In this connection they feel that special emphasis should be laid upon the necessity of seeing that in all cases the primary supply of water is instantaneous in application and adequate in quantity.

Standard Rules for Electric Wiring.—Ontario.

In accordance with the authority vested in them by the Ontario Legislature, the Hydro-Electric Power Commission have formulated rules and regulations for uniform and adequate construction, equipment, workmanship and maintenance of electric work or installation, including devices, fittings, fixtures, etc.

For many years past the Fire Underwriters, whether in Associations or otherwise, and all architects and engineers in their specifications, have adopted the code prepared by the National Fire Protection Association as the standard, and this has become recognized throughout the Continent of North America, as the one and only approved code for electrical devices and installations. In Ontario, as elsewhere, in Canada, the same standard has prevailed and all installations have, up to this period, been subject to the provisions and requirements of such code.

As a result of this uniformity of practice, some Canadian manufacturers have equipped their factories with machinery and appliances to turn out the standard devices. These manufacturers claim that the Hydro-Electric Commission's proposed rules will set up new standards which will require an entirely new plant to manufacture, and which will, therefore, to that extent, prejudice their interests.

The Insurance Committee of the C.M.A. are of the opinion that the past uniformity of practice has led to two serious disadvantages, viz.:

1. That owing to the stringency of the requirements in certain elements of electrical installation, the cost of a modern conduit system has been practically prohibitive and consequently much inferior work has been maintained and introduced.

2. That owing to the necessity for inspection of materials and of factories manufacturing electrical appliances, competition has been necessarily limited, and the consumer has either had to pay excessive cost or be satisfied with an inferior equipment, that has increased the rate of this insurance.

Continuing, the Committee's report reads as follows:

"From a careful study of the proposed Rules of the Hydro-Electric Commission by the Engineering Staff of the Department, we are advised that the best elements of the National Code have been maintained, while conditions have been provided that will permit of the use of modern devices of other jurisdictions which are complete and safe, and which, because of considerably reduced cost to the consumer will likely produce a much higher and safer class of installation than has been possible under the greater stringency imposed by following the rules of the National Code.

"If the advice given by our Engineers is correct, then it seems to us that we should appreciate the efforts of the Hydro-Electric Commission in the formulation of their new rules, and we accordingly recommend that they should be given a fair trial. At the same time we are advised that some details might wisely be amended or added to, and without burdening this report with cumbersome matter of detail, we recommend that such changes as the Engineers of the Department consider advisable should be formulated and presented to the Commission on or before December 1st, for their consideration. Some of these detailed changes have been approved by the manufacturers who appeared before the Committee and so far as we can thus support them we are glad to do so. We hope the new rules, if adopted will not result in any disadvantage to those presently manufacturing devices in Canada, but rather that as a result of greater demand for appliances not now in general use, opportunities will be offered for the development of this industry in the Dominion."

This recommendation did not pass without a protest from Mr. Henderson, of Windsor, who wished to go on record as of the opinion that it was a dangerous principle to allow a Commission engaged in the distribution of power in competition with private companies to dictate the terms upon which a manufacturer would be allowed to bring power into his factory. Mr. Cameron, of Preston, on the other hand, strongly supported the Committee, claiming that what the National Code called for in the matter of wiring was practically prohibitive. In the end the Committee had their way.

Parliamentary Work.

The Parliamentary Committee reported progress on their work in preparation for the Test Case on Company Law before the Supreme Court as well as on their investigations into weaknesses of the Ontario Assessment Act. On their recommendation, Mr. R. A. Pringle, K.C., was again retained as the Association Parliamentary Agent at Ottawa for the session of 1912-13.

DRIVEN FROM ENGLAND

By Free-Trade, Noted Lace Manufacturer Starts Factory in Hungary.

A well-known lace manufacturer of Nottingham, England, in the person of Mr. A. Metheringham, who resides at Chilwell, near Nottingham, has left for Raab, Hungary, where he is transferring the whole of his machinery, in order to get inside the tariff walls.

In the course of an interview just prior to his departure, Mr. Metheringham declared in a most emphatic manner, "I have been driven abroad by Free Trade. Under present conditions in this country I haven't much faith in its future. We find ever-increasing difficulties in getting our goods into a foreign country, owing to the prohibitive tariffs, whilst the competition from abroad in the home and neutral markets becomes keener every year."

Mr. Metheringham's factory is a huge three-story building capable of housing 24 of the latest type of lace machines, 250 inches in breadth, accommodating a staff of 400 hands in making lace, bleaching, dressing, and finishing the article from beginning to end. The site, however, which the Hungarian Government have given him is capable of accommodating at least six mills equally as big. In addition to making a substantial cash grant towards the expenses of removing the machinery from Nottingham, they have freed the new mills from local taxation for ten years and Imperial taxation for fifteen years. Not only that, but, as a start, the Hungarian Government have offered Mr. Metheringham a very large order for curtain lace used as antimacassars in the carriages on the State railways. The only proviso they make is that after two years a substantial percentage of Hungarian workpeople shall be engaged in the industry.—*Draper's Record, London, England.*

THE LATE MR. PETER LYALL.

One of Canada's Greatest Construction Engineers.

The recent death of Mr. Peter Lyall, head of the Peter Lyall Construction Company, deprived Montreal of one of her best known citizens. The city itself contains hundreds of examples of Mr. Lyall's work. Among these are:

The Royal Victoria Hospital, the Grand Trunk offices, the Board of Trade building, the Stock Exchange, the Transportation building, the Dominion Express building, the Royal Victoria College, the Canada Life building, the Guardian building, the Quebec Bank building, the Sun Life building, the Coristine building, the new McGill Medical building, His Majesty's Theatre, the Technical School, the new Harbor sheds, the factories of Belding Paul & Co., the Montreal Cotton Co., the Merchants' Cotton Co., and Zion Church; while among those to his credit in other parts of Canada are the Royal Alexandra Hotel and C. P. R. station, Winnipeg; the Parliament buildings, Regina; and the Grand Trunk station, Ottawa.

He was a director of the following institutions: The Dominion Trust Company, Laprairie Brick Company, National Brick Company, Montreal City Land Company, Crown Reserve Mining Company, F. Hyde & Company, Lyall, Mitchell Co., of Winnipeg, and the Mount Royal Savings Bank.

And all this was done by a patient Scotchman who was born in Caithness seventy-one years ago, and began life as a stonemason's apprentice. He died a rich and prominent man, loved and respected by all who knew him.

UNIONS LIABLE FOR DAMAGES.

Supreme Court of Massachusetts Decides that if They Injure a Man They must Compensate Him.

The Supreme Court of Massachusetts has recently handed down a decision which is of great importance to all employers of labor. It defines their rights and safeguards their interests, as well as those of the non-union workmen, more fully than any former decision. Because of its great importance we take the liberty of appending a brief history of the case.

Mr. Frank Hanson, the plaintiff in the case, was employed as foreman in one of the quarries at Milford, Mass., and was satisfactory to his employers. A walking delegate of the Unions set about to secure his discharge and as a means of compelling the Superintendent to discharge him, he had the quarry and derrick men strike. The Superintendent endeavored to make some settlement with the Unions whereby they would go back to work, and finally agreed to discharge the foreman if he was not satisfactory to a majority of the members of the Union. A vote was taken, the majority voting against the foreman, who was then discharged by the Superintendent. After his discharge the foreman was unable to secure work at the quarries or elsewhere, because of the influence exerted by the labor Unions. He brought suit against the officers and individual members of these two unions, and they offered as a defence that he was not a desirable foreman, and introduced evidence of several complaints against him. The Master who heard the testimony overruled all of their objections and found that they were trivial excuses and he gave a decision to the plaintiff awarding him $2,000. It is said this is the largest amount of damages ever obtained in Massachusetts in a labor case.

The defendants then appealed to a single justice and to the full bench of the Supreme Court. The Labor Unions argued among other things that they were not liable for the plaintiff's inability to secure work and that damages could be assessed against them only for the breach of contract. The court, however, found that the Unions were liable for all damages, both present and future.

The Unions argued that as the Superintendent agreed to take a vote, and if it was unfavorable to the foreman he would discharge him, then only the Superintendent was liable and not the Unions, but the court made the very important finding that the coercion exercised by the Unions on the Superintendent was illegal and wrongful.

The verdict of $2,000 was sustained by the full court and the amount was finally collected from the Union men and paid in full.

This is practically an assessment of damages against all those members of the Labor Unions whose property could be reached by process of attachment, and is not only a good example, but should be a salutary warning to the violent members of labor unions, and also point a way to the small employer who is often-times more interfered with and abused than the large corporation on labor matters.

After ten years of experience and turmoil in Massachusetts the law is now very clearly defined, and no employer need give up his rights without a struggle, and no non-union workman need be put out of business simply on account of his failure to join the Union.—*Courtesy Employers Association of Mass.*

NEW CATALOGUES RECEIVED.

Jeffrey Mfg. Co., Cleveland, O.—Freight and package handling machinery.

M. Beatty & Sons.—Hoisting Engine Bulletin.

Canadian Westinghouse, Ltd., Hamilton.—Turbo-alternators.

MR. R. J. YOUNGE

Former General Secretary of the Association, Organizes a Financial Company

Members of the Association will learn with interest that Mr. R. J. Younge, formerly General Secretary, has entered into a partnership with Mr. F. G. O'Grady, to form the new financial firm of R. J. Younge & Company, with offices in Montreal.

The company is interested in bringing British capital to Canada for the re-organization and expansion of large industrial corporations.

The business career of Mr. Younge, in addition to being successful, has given him a wide experience. Born in Hamilton, Ont., in 1875, and educated in Glencoe, Ont., he began business in his father's general store at the age of thirteen. He found time to prepare himself for the University of To-



Mr. R. J. Younge

ronto, however, and entered that institution when he was twenty-two, graduating with honors in 1902, after winning the John MacDonald Scholarship in Philosophy for two years.

He acted as editor of INDUSTRIAL CANADA for a short time, and was appointed General Secretary of the Association upon the resignation of Mr. T. A. Russell in 1902. During his term of office, from 1902 until 1906, the membership increased from 940 to over 2,100, and the Transportation and Insurance Departments were established.

In 1906 he became general sales manager of the Canadian Rubber Company, of Montreal, under the leadership of Mr. D. Lorne McGibbon, and three years later was appointed general sales manager of the Canadian Consolidated Rubber Company, which position he held until he resigned to open up the present firm of R. J. Younge & Company.

The ability and energy which he displayed as an officer of the Association and along commercial lines will be of good service to him in the financial world.



This Photograph Shows in the Distance Ashbridge's Bay, Toronto, where $7,000,000 will be Spent by a Commission in Establishing Sites for Factories.

IMPROVING TORONTO HARBOR

By ALEX C. LEWIS

Secretary, Toronto Harbor Commissioners

The plans for the improvement of Toronto's Harbor and Waterfront recently made public by the Toronto Harbor Commissioners will have an important effect on the future of the city as an industrial centre.

Of the total sum of $19,142,000 which it is proposed to spend on the entire waterfront, $7,135,000 will be spent in reclaiming for industrial purposes the property now known as Ashbridge's Bay. This large percentage of the total expenditure indicates the importance placed by the Commissioners on the proper development of the great industrial possibilities of this district. When the work has been completed and the present dreary wastes of Ashbridge's Bay are transformed into a reclaimed area, to be known as "The Toronto Harbor Industrial District," Toronto will be able to offer to manufacturers intending to locate in Canada very special inducements.

The task undertaken by the Commissioners is a stupendous one, but the results which will be obtained are worthy of all the energy and all the money which will be expended in procuring them. At the present time Ashbridge's Bay consists of something over 1,000 acres of swamp and land covered by shallow water, overgrown with reeds and rushes and available neither for building nor for navigation purposes. At an average depth of 24 feet below the surface of this swamp is found a fine bed of sand and gravel reaching down to the rock, the depth of which from the surface varies from 25 feet at the north limit of the area to 85 feet at the lake shore. On top of this sand is a semi-liquid mass of decayed vegetable matter and glacial clay silt from the Don River, which is too thin to walk on and too thick to swim in. It is this unattractive area which the Commissioners propose to make the home of 1,000 varied industries. Monster hydraulic dredges, capable of pumping 1,000 cubic yards of sand, gravel or clay per hour, will be employed for the purpose of filling the district with sand pumped from the bed of the lake and bay outside the marsh area. During the past summer one small pump has been employed on this work and some twenty acres of new land reclaimed.

Investigations which are being carried on at the present time indicate that the vegetable matter and silt referred to, when compressed by the weight of sand poured in on top of it, assumes the form of plastic clay with a power of resistance which leads the Commissioners to believe that, for ordinary building purposes, a foundation in the filled material without piling will be perfectly safe. This phase of the question is being thoroughly investigated, and the Commissioners will be able, when dealing with intending lessees of the property, to inform them exactly of the class of foundation necessary to carry their buildings.

It has been estimated that it will take two large dredges of the type referred to, working at their full capacity during



Western Section of Toronto's Factory District which will be greatly improved by the Harbor Commissioners

the working days available each season, for a period of eight years, to pump into the district the 20,000,000 cubic yards of material needed to reclaim the land up to an elevation eight feet above mean water. When the work is completed there will be available for manufacturing sites 644 acres of land, while 235 acres will be occupied by the streets and reservations for railroad siding, and 130 acres will be taken up by the ship channel and slips. This means that about 80 acres a year will be rendered available for leasing purposes.

The district will be an ideal one from a manufacturer's point of view. A ship channel 6,800 feet long, 400 feet wide, 24 feet deep, and terminating in a turning basin 1,000 feet square, will give access to the district to the largest vessels which can navigate the great lakes, and, with the policy adopted by the Commissioners of ample publicly-controlled dockage along the banks of the channel and on the west face of the district, every manufacturer will be able to avail himself of the opportunity to bring in his raw material and ship out his finished product at the low freight-rates which obtain in water transportation.

In addition to the facilities for water transportation, the district will be served by the Grand Trunk Railway, the Canadian Pacific Railway, and the Canadian Northern Railway, and by any other railways which may enter Toronto in the future. The industrial tracks within the district will be built and owned by the Commissioners, and will be so laid out that every individual location for factories will be served by a public siding, and, no matter what arrangement is made for the operation of the tracks, this operation will be so controlled by the Commissioners that their lessees will not be subject to vexatious charges for switching.

A minor point, but one of great interest to manufacturers who have suffered in the past, is that the entire switching system is planned on a three-track basis, with one track in the centre of the railroad reservation always free for switching purposes, and the service track on each side serving the industries which abut on it. The service tracks will be connected with the central or switching track by means of cross-overs to each industry; so that in placing a car for one shipper it will not be necessary to disturb the cars which are being loaded or unloaded by other shippers in the same block. The plan is so arranged that every other street, running north and south and east and west, will be absolutely free from railroad tracks, there not being even a crossing of the street allowed, while the alternative streets, which will be of a width of 175 feet, will accommodate not only vehicular and pedestrian traffic, but will carry the lead tracks to serve the properties to the east and west of it.

In this way one-half the streets serving the district will be free for vehicular, street-railway and pedestrian traffic, with none of the dangers which attend on level railway crossings.

A feature of great importance to the manufacturer looking for a location in which to start an experimental plant, or to the small manufacturer whose business does not warrant his assumption of a lease and the erection of buildings, is the intention of the Commissioners to erect in the district a factory building at their own expense in which space will be leased at a reasonable rental. The intention is to locate this factory adjacent to the fine new dock which is now being constructed at the north-west corner of the industrial district and also to erect in connection with the factory and in connection with the freight sheds which will be built on the dock, a storage-warehouse building. This combination of dock, freight shed, storage warehouse and factory, it is expected, will allow such economical operation by manufacturers that other units of a similar development will have to



A Section of Toronto's Harbor as it is at present. Great changes will be made here

be installed, and the hope of the Commissioners is to see a large development along this line fronting on the east end of Toronto's inner harbor.

The erection of storage warehouses and factories contiguous to the docks and freight sheds permits the economical handling of raw material into the factory, and of finished product from the factory to the consumer without the intervention of costly trucking. Raw material can be brought in by water at the convenience of the manufacturer, thus enabling him to take advantage of any opportunity to purchase in a cheap market and store his goods in the storage warehouse at a minimum charge and keep it there until needed in the factory; and also allows him to carry on his manufacturing at a more even rate throughout the year, storing the surplus during the slack season for distribution to the consumers when the demand is greatest.

It is very probable that many industries will thus be attracted to Toronto by the possibilities of securing space without an initial capital expenditure which will later grow to such an extent that it will be necessary for them to secure a location and erect buildings of their own.

On this combination of factory and warehouse the Commissioners propose to spend $409,000 in the new industrial district, and a similar amount for another unit of the same type on the new industrial area to be provided at the foot of Bathurst Street.

The development of this new idea in Toronto's Industrial District will be followed with great interest by the commercial world.

It is impossible to estimate the impetus which will be given to the industrial life of Toronto as a result of the work undertaken by the Harbor Commissioners. Heretofore the industrial growth of the city has been to a very large extent of a haphazard nature, there being no public policy of providing the necessary facilities for the handling of the products of the factories which located here. There is not at any place within the boundaries of the city at the present time, excepting in a very small area of privately-owned water-lots on the Esplanade, a district in which a manufacturer can secure both rail and water shipping facilities.

With the completion of the plans now before the public, not only will this be possible, but direct transhipment of material from vessel to train, or vice versa, will be possible at either east, west or central sections of the waterfront.

The property owned by the Commissioners will not be sold to manufacturers, but will be leased by them for periods of twenty-one (21) years, renewable at the expiration of each twenty-one-year period on a valuation then to be agreed upon. The lessees will pay a rental of 5 per cent. on the valuation placed upon the property by the Commissioners for the first term of the lease, and, for subsequent terms, 5 per cent. on the value then arrived at.

That the district has a great future as a location for factories is indicated by the fact that already, with land in a very incomplete state of reclamation, with only one railroad, and this serving only a limited area, with a very poor highway entrance, and with no water facilities whatever, the Commissioners have placed three leases on the property, which pay them 5 per cent. on a valuation of $15,000 an acre. The demand for locations in this district on any land that is available at all is a natural one, when it is considered that it is only a trifle over a mile from the corner of King and Yonge Streets, the business centre of the city, to its western entrance.

GROWTH OF U. S. CAPITAL.

This table recently compiled by the Bureau of Railway Economics of the United States, gives the statistical statements just cited with information bearing on gross as well as net capitalization of the railways, three figures omitted:

	1900.	1910.
Agriculture	$20,439,901	$40,991,449
Manufactures	8,975,256	18,428,270
Railways—		
Cost of road and equipment	10,263,313	14,387,816
Gross capitalization	11,491,034	18,417,132
Net capitalization	8,803,156	14,375,529
Population	75,994,000	91,972,000

Thus, the capital value of agriculture of the United States in 1900 was $20,439,901,164, and by 1910 it had grown to $40,991,449,090, the increase being 100.5 per cent. From 1900 to 1910 the capital value of manufactures gained 105.3 per

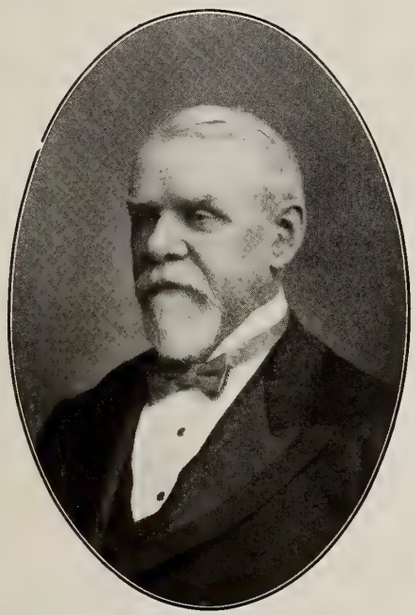


Loading Pipes, Ashbridge's Bay, Toronto, where many great industries will be located.

DEATH OF MR. BURTON.

The late Mr. P. H. Burton, whose recent death has caused regret in business circles, was one of the original members of the Council of the Canadian Manufacturers Association after its reorganization, the first Chairman of the Insurance Committee, and afterwards President of the Central Canada Manufacturers' Mutual Fire Insurance Company.

During his lifetime he had a wide commercial experience. Born in London, England, in 1839, he came to Canada in



THE LATE MR. P. H. BURTON

1850, and two years later commenced business in Brockville. After leaving Brockville he had some experience in the dry-goods trade of Montreal before coming to Toronto, where he helped to establish the firm of Caldecott, Burton & Co. In 1892 he founded the Merchants' Dyeing and Finishing Company. After his retirement in 1908 this firm was continued by his two sons under the name of "The Canadian Dyer's Association, Limited." Financial men knew him as a Director of the Northern Crown Bank, The Equity Life Insurance Co. and the Central Canada Manufacturers Mutual Insurance Co. He was a prominent member of the Board of Trade, and went twice as their delegate to the Chambers of Commerce of the Empire, and in 1906, with other members of the C. M. A., was one of those presented to his late Majesty, King Edward the Seventh. The Association will miss his loyal support and sympathy.

FIRE DINNER.

The Association will inaugurate a Fire Prevention Campaign on the 19th of December next, when an informal dinner will be held at McConkey's Restaurant, Toronto, at 6.15 o'clock. The speaker will be Mr. Franklin H. Wentworth, of Boston, the Secretary of the National Fire Protection Association. Tickets may be had from the Secretary of the Association.

Come and eat a few live coals of thought.

BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

By act of the last session of the United States Congress, the Bureau of Manufactures and the Bureau of Statistics of the Department of Commerce and Labor were combined into a Bureau of Foreign and Domestic Commerce. Its chief is Mr. A. H. Baldwin, formerly the head of the Bureau of Manufactures, and the first assistant is Mr. O. P. Austin, formerly the head of the Bureau of Statistics. Both of these gentlemen are recognized as ranking as the best experts in the United States on foreign and domestic commercial affairs, and the new bureau is sure to prosper under their direction. As heretofore with the old one, there will be the fullest co-operation between the new one and the Pan American Union.

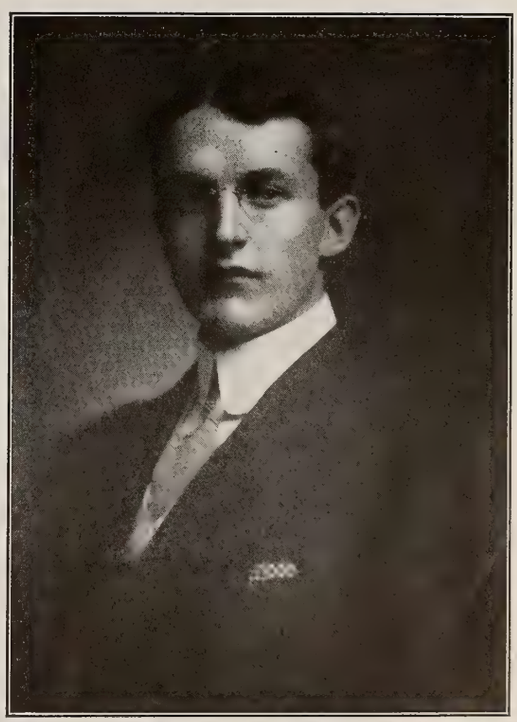
HOUSEMAIDS' UNION.

A housemaids' Union was formed in Cleveland, O., in October, with a charter membership of twenty-five. The Cleveland newspapers have been printing that the domestics will ask three afternoons a week off, including Sunday afternoon, a 70-hour week, a wage scale in proportion to the size of the family, excess pay when there is company in the house, overtime for extra hours, and a minimum wage of $5 a week.

The union is a real thing and was organized by the secretary of the Cleveland Federation of Labor.—*The American Employer.*

TIN HORN OR FACTORY WHISTLE?

Why listen to the tin horn of the Free-Trade demagogue when the factory whistle means the circulation of a hundred millions of dollars every week among the homes and tradesmen of this nation? This simile should be elaborated in a more practical comparison by every manufacturer and business man to the men he employs. Hypocrites, blatant spotlight seekers and promoters of foreign competition with American labor are abroad in our land. Their teachings are false and should be repudiated.—*American Economist.*



MR. E. L. COUSINS
Engineer of the Toronto Harbor Commission

ENDORSING PUBLIC CHARITIES

By J. M. McINTOSH

Secretary, Toronto Branch, Canadian Manufacturers Association

Manufacturers, who have been victimized by fraudulent charities should welcome any system which will guarantee that their contributions will reach the deserving. They are usually too busy to make personal investigations.

One of the most important and far-reaching fields of effort that can be brought within the purview of the Association is the system of supplying members with accurate information regarding public charities and other institutions that are maintained more or less by public solicitation. A plan that has been found to be most effective, and which has been brought into use in a number of cities in the United States, is known as the "Endorsement Plan."

Usually the work is undertaken by a department of a commercial association, in charge of a secretary. The service that it renders is free to all members, and it has been estimated that the "charities bureau," as it is called, has saved to the members, an amount equal to twice their annual dues, to say nothing of the time saved, and the satisfaction of knowing that the contributions to the various schemes supported by public solicitation are going into proper hands.



A Wall Card which Buffalo Men have Displayed in their Offices

Through the kindness of the Buffalo Chamber of Commerce Bureau of Charities and Civic Survey, we are permitted to reproduce copies of a wall card and endorsement card used by it. The former may be placed in a conspicuous place in the office of the member. It at once becomes an effective answer to the applicant. The business man need not even comment upon the merits of the proposition put forward by the applicant. The wall card is a full and complete reply to the importunity of the solicitor. If he has no endorsement card he will understand at once that he is in the wrong place, and both his own time and that of the business man will be saved. On the contrary, if he has an endorsement card the business man will know at once that he is being asked to contribute to something that is worthy of support, and will be able to make up his mind at once, from the amount for which the charity is endorsed, how much he should contribute.

Any organization desirous of sending out solicitors is required to submit a statement covering its financial condition, particulars of its expenditures, how its expenditure is controlled, the work it is designed to cover, names of its officers, etc., and if it is found to be adapting itself to the fundamental requirements laid down by the Association it is given an endorsement card which certifies that the institution has been investigated and found to be worthy of support. The total amount that the institution desires to solicit is stated on the card, the period during which the endorsement is in effect, and the name of the solicitor. It is signed by an officer of the Association and by the solicitor.

Fundamental Requirements.

The following may be cited as an instance of the fundamental requirements laid down by some Associations, where the endorsement principle is now in use:

The Charity seeking endorsement must have responsible and satisfactory local management and its administrative committee shall meet at least four times a year.

The Charity must be doing a work whose value is, in some degree at least, commensurate with the amount of money expended. If a new one, it shall not be a duplication of work already being adequately done by an existing organization, except where it is the result of legitimate and proper outgrowth.

The Charity must publish and file with this committee some form of annual report including an account of all moneys received and expended. Its books must be audited yearly and a copy of the auditors certificate filed with this committee.

All funds shall be collected according to a method approved by this committee. The Committee is opposed to the raising of money through entertainments promoted by professional promoters, or where the expenses are disproportionate to the receipts, and will refuse to endorse a charity that pays an excessive percentage to collectors.

The Charity must agree to co-operate with other charitable organizations by preventing duplication of effort, and in promoting economy and efficiency of administration in the charities of the city as a whole.

All relief-giving organizations should list the names of families or individuals assisted, with a central clearing-house, or registration bureau, so long as the conduct of such bureau meets with the approval of this committee.

The operations of the Charity and its accounts shall be open to investigation by representatives of this committee.

The character of certain charities refused endorsement and the result of such refusal may be seen from the following examples taken from the report of the Kansas City Board of Public Welfare.

"One man representing a national organization applied for recognition. Inquiry revealed that he had raised money without any accounting using practically all of it for the support of himself and wife. It further developed that he had an unenviable record, had himself been a charge of charity, and had abused his wife. He was refused endorsement. Later his superior officer was written to and he was deprived of his commission.

"While the campaign for a Girls' Hotel was being conducted, a certain family decided to take advantage of the sentiment created and establish a home for girls. Investigation showed that liquor was freely used on the premises, that the conduct of the two in charge was improper, and that their home had an unsavory reputation. Some of the neighbors were firmly convinced that their object was to establish a den of infamy. Endorsement was refused. Later a suit for divorce was instituted by one of the two in charge of the home. Also, the man was prosecuted on a charge of bigamy, to which he pleaded guilty. Meanwhile, further attempts to continue the home were abandoned.

"A religious body doing considerable social work applied for endorsement. Three men had charge of three distinct departments of the work. Examination revealed that one of these men had been driven out of several other cities because of his conduct and methods; that he had been dishonorably discharged by another organization whose standards are none too high; and that although he was employed by a religious organization, he had been guilty of gross immoralities.

"One of the other two men had been in a number of different cities from which complaints came. In one of them he had involved his own organization in debt to the extent of $2,000 and had been a party to a number of law suits. Nevertheless, he had been very effective in raising funds.

"When this organization applied for endorsement it expected to enlarge the scope of its work. Plans were made to send out solicitors on a wholesale plan in Kansas City and the surrounding country, a large percentage of all funds raised to be paid to solicitors. Undoubtedly the effort would have met with some success because of the standing of the national organization. Refusal to endorse caused at least a temporary abandonment of the work in Kansas City."

Methods of Organization.

The organizations or schemes which a body of this kind are asked to pass upon may be divided into two classes: Local permanent charitable organizations and soliciting schemes of non-permanent nature which may be investigated and, if found worthy, endorsed for a short period. Individuals soliciting for their own support are not endorsed under any circumstances.

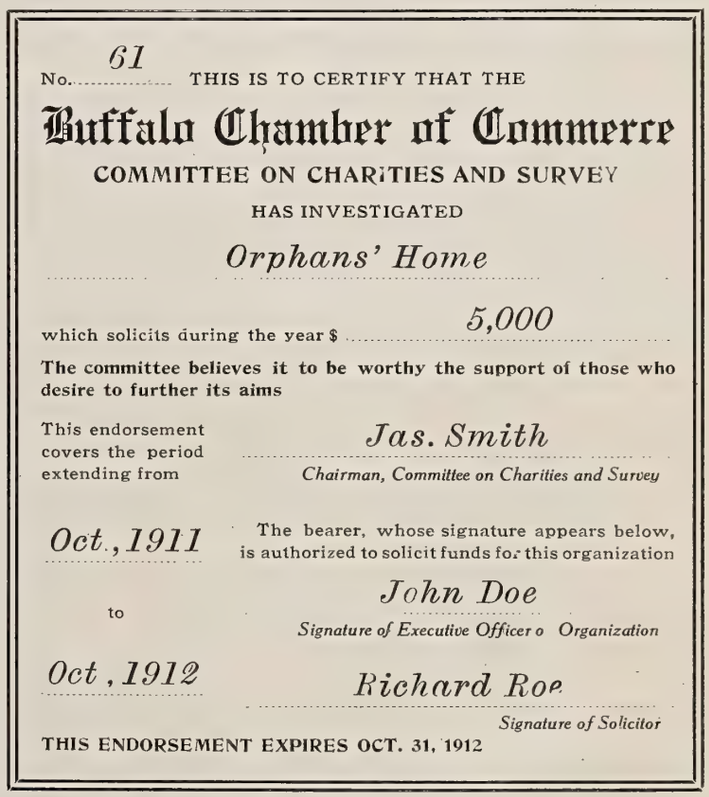
It is stipulated that the organization be local. Owing to the fact that welfare work has only in the past few years been brought under a system of regulation for the protection of contributors, it can readily be understood that it would be inexpedient for one locality to attempt to pass upon charitable schemes and organizations in other localities where no system of regulation exists. Until such time as there is some uniformity of effort of a provincial or national character the work must necessarily be confined to localities. The committee, in order to be effective and to accomplish the work for which its organization is designed, must be absolutely free from any suspicion of being a rubber-stamp committee. When it endorses any object or organization, its endorsement must mean that it has been investigated and found to be up to the standard.

The organization must have some degree of permanency because endorsements cover a period of one year. Non-permanent schemes may submit their propositions to the committee for special investigation, but it is not the practice in cases of this kind to issue endorsement cards. Contributors may satisfy themselves in such case by a reference to the committee.

It must be a charitable organization. This heading does not require much elaboration, but the committee is opposed to entertainments by which promoters profit to a degree out of proportion with the amount of money realized for the object, or to any scheme where expenses are too great. The promoters of tag days and flower days, where it was shown that the expenses were out of proper proportion to the expected receipts, discontinued their schemes through the publicity given this feature by a committee of an association.

In regard to the classification previously referred to, *viz.*, special investigations and reports cover all forms of soliciting schemes, except individuals soliciting for their own support. The exception is designed to cover tramps and mendicants whose need is not assured.

Extraordinary occurrences or calls for relief such as the Regina disaster may be investigated and special reports obtained, and it may be noted that in this respect the committee should find one of its most useful fields of effort. A disaster of consequence is brought home to the public by the press. Sympathy is at once aroused and subscriptions rush in, the result being in many instances that the sufferers reap a handsome profit at the expense of the generous givers.



No. 61 THIS IS TO CERTIFY THAT THE

Buffalo Chamber of Commerce

COMMITTEE ON CHARITIES AND SURVEY

HAS INVESTIGATED

Orphans' Home

which solicits during the year $ *5,000*

The committee believes it to be worthy the support of those who desire to further its aims

This endorsement covers the period extending from *Oct., 1911* to *Oct., 1912*

Jas. Smith
Chairman, Committee on Charities and Survey

The bearer, whose signature appears below, is authorized to solicit funds for this organization

John Doe
Signature of Executive Officer o Organization

Richard Roe
Signature of Solicitor

THIS ENDORSEMENT EXPIRES OCT. 31, 1912

From an Endorsation Card which Buffalo business men require all solicitors for charity to present

We are frequently asked to advertise in souvenir pamphlets promoted by fraternal organizations, propositions that from the actual advertising standpoint have no merit. Such requests are sometimes granted because of the apprehension that the solicitors will report refusals to those institutions, and that business might be thereby adversely affected. Schemes of this kind may be referred to the committee for a report.

The Commissioner in charge of the work should necessarily be a man of considerable tact, judgment and energy. The good-will and co-operation of the public charities and the police department is absolutely necessary.

The work of the cities to the south of us has so far developed that there is a movement now being initiated to nationalize the fundamental requirements, so that, as the work goes on and comes into more general operation, the different bureaus may be able to investigate and report upon schemes that are not purely local.

THE FIRE LOSSES OF CANADA

By J. TREMBLAY

Chief of the Montreal Fire Department

In the Following Report to the City of Montreal, Chief Tremblay Emphasizes the Enormous and Unnecessary Loss of Life and Property Through Fire in Canada. The Fire-bugs Get No Sympathy in Europe.

I BEG to submit for your consideration the following statement of facts concerning the enormous fire loss in this country, in the hope that some action may be taken to improve the conditions at present existing.

I shall endeavor to place before you:

(1) A comparison of the fire loss in Canada and the United States with that of European countries.

(2) A resume of the different causes of our fires.

(3) Some suggestions as to a remedy.

Taking up first the question of the comparison of the fire loss between this country and Europe. In the United States and Canada the annual fire loss amounts to two hundred and fifty millions, and is costing every man, woman and child in the country the sum of $3.00 each yearly. Taking all the European countries (even those which are not supposed to be so advanced in civilization as our own is) the fire waste amounts to only 33 cents per capita. Why this great difference? It is not because our fighting equipment or personnel are inferior to those of Europe, as it is acknowledged the world over that we are at least their equals in this respect. It is costing us $1.50 per capita yearly for the maintenance of our fire fighting systems, as compared with the expenditures in Europe for the same purposes of only 50 cents per capita. In spite of our expenditures for fire fighting equipment and our admitted equality in that respect our fire loss is eight times greater than the loss in Europe—eight times the expenditure for one-eighth of the benefit. The annual fire loss in this country alone, is over twenty million dollars. You will perhaps appreciate the importance of this, when you realize that the fire loss in the United States and Canada is fifty millions more than the out-put of gold.

Berlin, with a population of about three millions inhabitants, has an annual fire loss of $250,000. Chicago, with about the same population, has an annual fire loss of over six million dollars. Montreal, with a population of about half a million, has a fire loss of about a million dollars a year.

The following table will give you an idea of the fire losses in different European cities as compared with the cities on this continent.

Some details of the fire losses in European cities will be found of interest.

Countries.	Population. of Cities.	Fire Loss.	Loss per Capita.
Austria	193,387	$72,355.00	$0.37
Russia	2,673,427	3,100,823.00	1.16
United Kingdom	4,319,816	1,795,750.00	0.42
Belgium	312,987	178,766.00	0.57
Germany	7,446,447	1,832,402.00	0.25
Norway	222,373	207,000.00	0.93
Switzerland	715,712	192,500.00	0.27
France	4,029,116	2,202,744.00	0.55

Here is a comparison of fire losses in American and European cities classified according to population:

Population.	United States Cities.	European Cities.
Over 300,000	$2.24	$0.65
100 to 300,000	2.14	0.37
50 to 100,000	2.17	1.67
30 to 50,000	3.28	0.72
10 to 30,000	2.37	0.81

The next comparison is between American and foreign cities of approximately the same size. The numerals being in order of the cities compared, that is, one with one, two with two, etc.

FIRE LOSSES.

European Cities.	Population.	Fire Losses.	Loss per Capita.
1. Paris, France	2,714,068	$1,266,282.00	$0.47
2. Frankfort, Germany	324,500	99,492.00	0.31
3. St. Petersburg, Russia.	1,500,000	2,128,541.00	1.42
4. Birmingham, England.	550,000	266,506.00	0.41
5. Sheffield, England	426,886	75,989.00	0.18
6. Toulon, France	101,602	55,391.00	0.55
7. Bremen, Germany	203,847	78,372.00	0.38
8. Molenbeck, Belgium	63,678	106,349.00	1.67
9. Lalken, Belgium	31,121	22,349.00	0.72
10. Etterbeck, Belgium	23,992	19,504.00	0.81

American Cities.	Population.	Fire Losses.	Loss per Capita.
1. Chicago, Ill.	2,049,185	$3,937,106.00	$1.48
2. Cincinnati, Ohio	345,230	1,971,217.00	5.70
3. Philadelphia, Penn.	1,441,735	2,093,522.00	1.45
4. Baltimore, Md.	555,669	916,603.00	1.66
5. Cleveland, Ohio	460,000	515,194.00	1.12
6. Atlanta, Ga.	104,984	225,273.00	2.15
7. St. Paul, Minn.	204,000	522,447.00	2.56
8. Eavanville, Ind.	63,957	196,702.00	3.08
9. Oshkosh, Wis.	31,033	80,500.00	2.59
10. Easton, Penn.	25,238	32,073.00	1.27

In four years ending 1911, the New York *Journal of Commerce* estimates the economic loss to both countries, that is United States and Canada, by fire is over nine hundred and ten millions of dollars.

This is divided as follows:

United States	$832,005,795.00
Canada	79,674,105.00
	$911,679,900.00

On the basis of the average population for the four years, the per capita loss is:

United States	$2.45
Canada	3.07

I may add here that the loss of life is greater in Canada than in any other country in the world. For the last four

years, over one (1) thousand lives have been snuffed out, and the most unfortunate part of it is that each year has shown an increase larger than is represented by the proportionate growth of the country. In 1911 the fatalities reached 317.

Our weakness does not lie in the direction indicated, but in the fact that we have devoted our brains, time and money to improving the means of extinguishing fires without giving the same attention to the more important question of the prevention of fires, coupled with the fact that we have not the same sense of individual responsibility as they have in Europe. Here we sympathize with a man who has been burnt out, whereas, in some of the European countries, the laws are such as to make it very uncomfortable and expensive for the man who has a fire. In France, for instance, a man on whose premises a fire originates is responsible for the damage done, not only to the other tenants in the building, but for the damage done to the neighbors. In Berlin, when a fire occurs, it is at once investigated, and if it is found to have originated through carelessness or non-observance of any of the municipal by-laws, the person in whose place the fire has been is condemned to a fine and also has to pay the expenses of turning out the fire brigade. All this is in addition to his liability to pay damages to others who may have suffered as a result of his fire.

The principal reason for our unnecessarily high fire loss may safely be put down to the lack of a sense of individual responsibility, which includes incendiarism, speculation in insurance, indifference, carelessness, improper building, the lack of adequate fire prevention laws, the lack of enforcement of these laws.

Dealing with the matter of incendiarism and speculation in insurance, Fire Commissioner Latulippe informs me that at least 65 per cent. of the fires investigated by him reveal over-insurance, 40 per cent. of these, in his opinion, being incendiary.

There is no doubt in my mind, and M. Latulippe agrees with me, that some people make what might be called a business of fires—or speculate in insurance. I might cite a case which came under my notice not long ago. The firemen responding to an alarm found fire set in three different rooms. The fires were extinguished before much damage was caused, and it was established by the Fire Commissioner that the proprietor of the place had only about $1,000 worth of stock, yet he carried over $5,000 insurance. Why?

This is only one out of very many similar cases which come before the Fire Commissioners year in and year out.

Another instance. A comparatively short time ago a man had a fire which was not at all satisfactorily explained, although nothing definite could be proven against it. The insurance company had to pay the loss, which they did—cancelling the policy and refusing reinsurance. Shortly afterwards this man went to another company and got all the insurance he wanted. Eight months later he had another fire, which left the same doubt as the first; again he collected the insurance. Why was this individual reinsured without his past being looked up?

How are we to account for cases like these? Either the insurance companies interested did not care, or they did not know. It is impossible to imagine a company carrying a business on the former basis. Perhaps they did not know. Is it not explained by the work of the insurance agent, whose only interest in the matter is the commission he gets out of it, and who will recommend a risk on almost anything or anybody for the sake of getting the commission?

In New York State a Committee which was called the Committee of Incendiarism and Arson reported that although there had been several liberal rewards offered for the capture of what may be called the "Fire Bug" the results were practically negative, and the Committee declared itself unable to conclude that there was any decrease in incendiary fires following the system.

Carelessness or indifference is one of the prolific causes of fire, and, in instances, it is hardly other than morally, if not legally, criminal. That certain fires are the result of criminal carelessness should be obvious without the saying. This fact was long ago recognized in European countries; and until such time as we make drastic laws covering it we shall never be able to stop the increase of fires. Present laws are absolutely inadequate to protect the community from reckless property owners and criminally careless individuals, who are indifferent to the appalling fire waste of the country so long as they are protected by fire insurance companies.

We should favor the enactment of laws by which every individual shall be held responsible for the loss of life and property caused by gross carelessness or negligence.

The general notion seems to be that when a man has an insurance policy on his property all responsibility for fire protection ceases, so far as he is concerned. If it burns, he is insured. What we need is the adoption here of the foreign idea, which has resulted in such an enormous saving of life and property. They hold every man responsible when he causes a fire, through gross neglect or carelessness.

In the matter of health the battle against indifference, ignorance and carelessness is showing wonderful results. A man with yellow fever, smallpox or any other contagious disease is quarantined, and is prevented by law from exposing others to infection. So with the civil and municipal laws, a man who breaks his neighbor's window, causes him inconvenience in the enjoyment of his rights, or causes him damage, is liable before the courts. Yet this same man may throw a lighted cigarette butt into a basket of waste paper, start a fire which snuffs out 146 lives (as was the case in the New York Waist Manufacturing Company's fire) and there is no law on the statute books to reach him.

Conditions are entirely different in Europe. There every fire is regarded as a crime against the community until such time as it is satisfactorily explained.

The question of incendiarism and speculation in insurance also involves the question of over-insurance. I am satisfied that there is not an insurance company in the country to-day that wishes to carry on a business of over-insurance, just as I am satisfied that there is no man of common sense and honesty who considers it necessary to carry insurance not justified by the extent of his business or the value of the property protected. Still, over-insurance is a fact. Leaving aside the question of the companies doing it regularly as a business, how are we to account for it? Is not this evil also explained by the work of the agent, whose only interest is in his commission and who looks at it from the point of view of the more insurance the higher the premium and the greater the commission.

Improper building is also responsible for a large percentage of preventable fire waste. Buildings are rushed up in a hurry and are made very attractive-looking both inside and outside, but the most important safeguards against fire are completely ignored. No effort is made to comply even with the dictates of common prudence.

Our department was called to a fire in a block of some thirty flats one night during the winter. These flats were heated by hot-water furnaces placed directly on the wooden floors, in absolute contravention of the city by-laws. On the night of the fire the thermometer registered twenty-three degrees below zero, yet practically every one of these thirty families had to take to the street, some of them without a cent of insurance. The only after-result was that the proprietor

collected his insurance. Dozens of cases could be given of fires caused solely as the result of some contravention of the by-laws.

My suggestion as to a remedy for this condition of affairs is that when a person is about to construct a building he should be obliged to submit his plans and specifications to the Building Inspector for approval, filing a copy with the Inspection Department as a record. Then it should be seen to that the building is constructed according to the plans and specifications so approved, and if at any time it should appear that the building was not so constructed the Department should have power to order its demolition. I would go a step further and say that if a fire occurred in such a building, and it was found that the fire was caused by the fact that the building was not constructed in compliance with the by-laws and the plans and specifications approved by the Building Inspector's Department, the proprietor should lose the insurance he carried on the building.

In regard to the lack of adequate fire prevention laws, I do not consider it necessary to say a great deal. It is well known that we are immeasurably behind most European cities in this respect. To my mind, perhaps the most important and successful step which could be taken would be the framing of a law which would authorize the penalizing by fine, or imprisonment, or both, of a man whose neglect or carelessness is shown to have been responsible for a fire, making the penalty sufficiently heavy to show that an unsatisfactorily explained fire is a very serious matter.

The building by-laws should also be radically reformed along the lines of the laws of some of the large European cities which have made a special study of fire prevention for years.

Having enacted the proper laws, we come to the question of their proper application and enforcement. In my opinion the Fire Commissioners' Court is the organization to deal with the matter. Give this Court the power not only to investigate all fires, but to impose a fine or imprisonment on such persons whose infractions of the law have resulted in fires. Occupying itself exclusively with fire investigations and the administration of the fire prevention and fire protection laws, this Court would be (and I say it with all due respect) in a much better position to enforce the proper carrying out of the regulations than would any of the other courts, because the attention of the latter is taken up continuously with all manner of cases. In other words, the Fire Commissioners' Court would practically be the concentration of our efforts to eliminate the preventable fires.

It is an indisputable fact that at least 50 per cent. of the fire waste of this country is preventable. Consider what this means in the light of the millions of dollars' worth of property destroyed here annually. Remember also that it is not only the person in whose premises a fire starts who suffers. In very many cases fires do a great deal more damage in other buildings or premises than the premises where they start. As an instance: a man occupying the top floor of a building carries about two thousand dollars worth of stock, fully insured. He has a fire which does some damage to his place, but which is directly and indirectly responsible for the destruction of perhaps $100,000 worth of stock on the floors below, besides demoralizing the business of every one in the building.

It is also reasonable to suppose that a decrease of 50 per cent. in the fire losses would bring about a corresponding decrease in the premium rate.

These ideas are submitted to you as business men, because in the final analysis it is the citizens who pay the heavy fire loss. Insurance companies are not philanthropic institutions and can continue to do business just as long as they make a profit out of it. Their chief sources of revenue are the premiums collected, and when their fire losses approach within a certain degree of their premiums, so that they can no longer operate on a profitable basis, one of two things must happen—they may retire from business, or they may increase their premium rate. The former is, of course, impracticable, consequently the rate goes up and the public pays it.

I would also suggest that it is the duty of the Government to establish a Bureau of Fire Prevention, whose functions shall be to teach the public how to prevent and stop fires and survey the fire question generally throughout the Province.

The Government would see from the reports of the Bureau the inadequacy of the fire-fighting strength of each town and village and would be in a position to make improvements wherever it might be considered advisable, going the length of advancing the necessary money to purchase apparatus, etc., the town or village paying the interest on the capital so invested, on, say, somewhat the same basis as money is now advanced for good roads throughout the country.

At the present time, when a fire starts in one of our country districts ordinarily it only stops when there is nothing left to burn, or when help has been secured from some of the nearest cities.

I might place before you a case in point. Not long ago the village of St. Paul l'Ermite was practically wiped off the map by a fire which started in one of the houses. The fire was discovered by some women, who at once shouted for assistance. A man passing by rushed in, and, seeing a fire extinguisher inside, took it and threw it into the yard, thinking it contained an explosive of some kind. If he had known what it was, and how to use it, or if the people had had any education in fire protection, in all probability thousands and thousands of dollars' worth of property would have been saved.

If an officer of the Bureau were to visit these outlying districts and explain to the people what they should do in case of a fire breaking out, I know from my own experience that thousands of dollars would be saved to the community every year. Even what is known as a "Bucket Brigade," properly organized and working systematically, would be of immense benefit in smaller places where no actual fire-fighting apparatus existed. At the present time the people have no idea as to what should be done, and when a fire breaks out the result is disastrous.

I would also suggest as a means of stimulating the interest of the people in these fire drills that competitions be arranged between the volunteer brigades of the different localities, and that prizes of trophies be awarded to the best drilled and best managed corps—something along the lines of the county fairs at present in vogue. This would create a spirit of friendly rivalry which would work out for the incalculable benefit of the whole country.

Volunteer regiments have been formed in almost every county. Why not extend the idea and organize volunteer fire fighting corps in a similar manner? The results obtained would repay the time and trouble expended a thousand-fold.

I earnestly recommend what I have said to your careful consideration, not because of any special merit attaching to it, but as a brief and inadequate presentation of one of the most important subjects affecting the community.

THE INDUSTRIAL GROWTH OF HAMILTON.

The Building Inspectors Annual Report shows a remarkable growth in Hamilton this last year. Fifty firms have taken out permits for new factories or factory extensions to the value of $1,234,230. Twelve new factories with an invested capital of over two mililon dollars have located there during the past year.

THE LATE HON. J. D. ROLLAND

He Helped to Form the Association, and Was a Great Figure in the Industrial Life of Canada.

The death of the Hon. J. D. Rolland leaves a gap in the ranks of the Canadian Manufacturers Association which will not soon be filled. The prosperity of our national industry owes much to this brilliant French-Canadian, who launched many great enterprises and conducted them with energy, prudence, foresight and success. In spite of the number and importance of his business engagements he found time to interest himself in public, social and charitable problems, and freely gave his services to the support of all worthy enterprises.

He was born in Montreal in 1841, a son of the late Hon. J. B. Rolland and Esther Dufresne. After being educated at the Christian Brothers School and St. Mary's College, he entered his father's firm at the age of sixteen. From that time his progress was rapid and he plunged boldly into the commercial, financial and political life of his province and country. He took an active part in helping to form the Canadian Manufacturers Association, and his term of office as President gave him an opportunity to display his rare judgment and ability. He was a strong Protectionist, and was a close friend of the late Sir John A. Macdonald at the time the National Policy was framed.

Among the many offices held by him were: President of the Bank of Hochelaga, President of Le Circle de la Librarie Franco-Canadian, President of the Northern Colonization Railway Co., Vice-President of the Commercial Travellers' Benefit Society, and director of the Manufacturers' Life Insurance Co., L'Association d'Administration General, Imperial Typewriter Co., member of the Board of Trade, and of the Chamber of Commerce.

Mr. Rolland founded the Rolland Paper Company, Limited, and built extensive mills at St. Jerome, Que., having associated with him, his brother, M. J. B. Rolland, and his sons, Leon and Henri Rolland. With his brother he established the Northern Mills Company, whose factory is located at Mount Rolland, Que., and which served as a nucleus for the now prosperous village of St. Adele. Recently these two firms were merged into one—the Rolland Paper Company, Limited—and arrangements for further developments were being made. Mr. Rolland promoted the railway which is now known as the Nominingue Branch of the C. P. R.; it has opened up a great stretch of mountainous country north of Montreal. He was also President of the Modern Printing Company, which is managed by his son, Mr. Emilie Rolland.

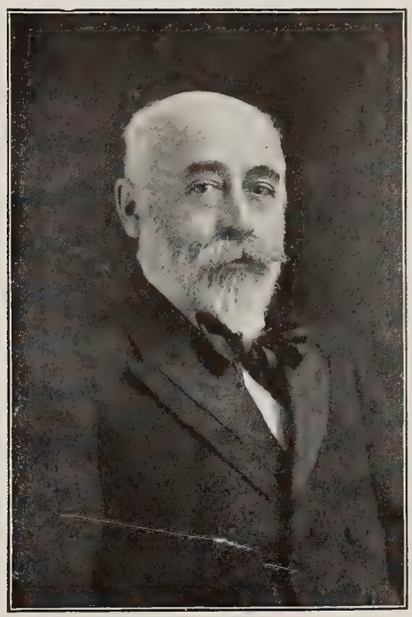
He represented St. Antoine ward in the city council of Montreal in 1892, after serving as a town councillor of Hochelaga from 1872 to 1876, and as mayor of Hochelaga from 1876 to 1879. From 1882 to 1891 he was a city alderman, and on November 4, 1896, he was called to the Legislative Council of the Province of Quebec.

The Montreal Branch was represented at the funeral by a large number of members. All the commercial organizations were fairly represented, as well as the City of Montreal, the Legislative Council, and the Legislative Assembly of Quebec.

The following is a copy of a resolution passed by the executive of the Montreal Branch:

"*Resolved*, That the Executive Committee of the Montreal Branch, in common with the general members of the Canadian Manufacturers Association, deeply mourns the death of the late Honorable Jean Damien Rolland, M.L.C., long regarded as one of Montreal's most eminent and most public-spirited citizens.

"A member of the Canadian Manufacturers Association almost from its inception, Honorable Mr. Rolland's high executive ability was recognized by his fellow-members in his election to many important offices. He was Vice-President of the Montreal Manufacturers Association in 1899-1900; Chairman of the Montreal Branch of the Canadian Manufacturers



THE LATE HON. J. D. ROLLAND

Association, 1901-03; Vice-President, 1906-07; and President, 1907-08; filling these offices with dignity and merit, and winning for himself universal respect and esteem.

"Honorable Mr. Rolland was a broad-minded and patriotic citizen and he gave freely of his time and energy to the public service, both in work for the betterment of Montreal and in the development of the Province of Quebec. His efforts were ever directed towards securing the united efforts of all classes of citizens in work for the common good.

"The committee extends to Madame Rolland and to the other members of the family its deepest sympathy in their sad bereavement."

THE FRENCH TRADE.

We have received from the British Chamber of Commerce in Paris (Canadian Section) some copies of a very interesting pamphlet which explains how Canadian Manufacturers and Merchants may cultivate trade with France.

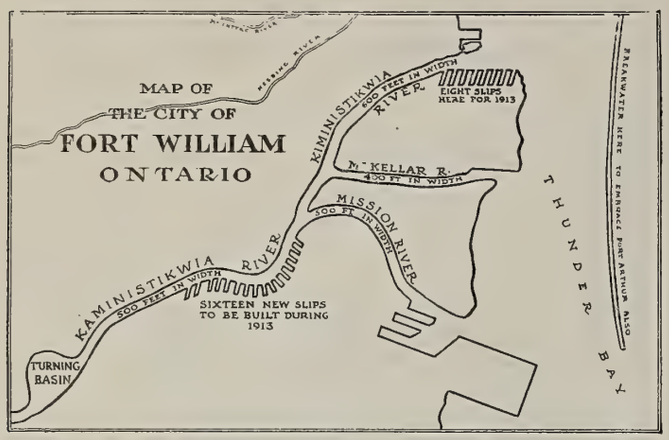
The Secretary will be pleased to forward a copy of the pamphlet upon application.

He is requested by the British Chamber of Commerce to state that the Chairman of its Canadian Section will reply to any kind of enquiry connected with French trade.

Letters should be addressed:

Chairman of the Canadian Section,
British Chamber of Commerce,
17 Boulevard de la Madeleine,
Paris, France.

The British Chamber of Commerce, founded in 1872, is entirely composed of British subjects and has the largest possible facilities at its disposal for the furtherance of Canadian Trade in France.



This shows the proposed improvement to Fort William Harbor. The Turning Basin will allow great Freighters to turn in the River instead of backing out.

ENLARGING FORT WILLIAM'S HARBOR.

The propaganda for next year's improvements on Fort William's Harbor, among various undertakings, such as breakwater docks, slips and so forth, provides for a turning basin approximately five and a half miles above the mouth of the Kaministiquia River. The plans of the Harbor Engineer require that the basin be 1,000 feet wide. The project will necessitate the removal of some twenty-five acres of solid earth, or, in other words, it will mean that 2,600,000 cubic yards of earth will have to be removed in the construction of the basin. The river is to be widened from its present width of about three hundred feet to five hundred feet, and deepened to a depth of thirty feet. Portions of the banks on both sides of the river will be cut off, thereby straightening the channel to some considerable extent.

It will be easy to understand the value to navigation of a turning basin such as is contemplated at the terminus of the harbor. Hitherto the large freighters docking at points near the western limits have been forced either to back in or out. These operations carried a certain amount of risk.

The harbor at the head of Canadian lake navigation is unique in formation. It possesses twenty-six miles of land-locked harbor, all contained within an area seven miles in length by three miles in width, consisting nearly all of river frontage. The Kaministiquia River, emptying its water into Lake Superior through three mouths, the Kaministiquia, the McKellar and the Mission Rivers. The natural channels have been widened and deepened to permit the largest lake steamers to enter any part of the harbor.

FACTORY FIRES.

The Committee on Safety of the city of New York has issued the following safety code for factories and workrooms:

(1) Forbid smoking in the workrooms.

(2) Blow out matches before throwing them away.

(3) Clear out rubbish and clippings every day from workrooms, hallways and basements. Metal cans or metal-lined boxes are required by law to hold such rubbish during working hours.

(4) Do not keep benzine, naphtha, gasoline, alcohol, turpentine, paint or varnish, except in safety cans, as required by law.

(5) Get a license from the fire department before storing these inflammable fluids on your premises.

(6) Keep gas jets guarded by wire cage, so that materials may not touch the flame.

(7) Keep motors and gas engines boxed and enclosed in fireproof partitions.

REDUCTION OF HYDRO RATES.

It Will Help Ontario Manufacturers.

Hon. Adam Beck, Chairman of the Hydro-Electric Commission of Ontario, announced a new schedule of rates on December 5th, which contains further reductions on the estimates of November, although these provided for substantial decreases. Needless to say, the manufacturers in the municipalities affected are gratified.

This is the new schedule of rates:

Municipalities.	Present rate.	New rate.
Toronto	$18 50	$15 00
London	28 00	24 00
Guelph	25 00	22 00
Stratford	32 00	30 00
Seaforth	41 00	40 00
Mitchell	38 00	37 00
St. Thomas	32 00	29 00
Woodstock	26 00	23 00
Ingersoll	28 00	25 50
Beachville	33 89	31 00
Tillsonburg	32 00	32 00
Norwich	30 00	32 00
Berlin	25 00	22 50
Waterloo	26 00	23 50
New Hamburg	32 00	32 00
Baden	37 00	37 00
Preston	25 00	21 50
Galt	25 00	22 00
Hespeler	26 00	23 00
St. Mary's	38 00	29 50
Dundas	17 33	16 00
Hamilton	17 90	16 00
Waterdown	37 50	26 60
Port Credit	36 70	31 00
Weston	30 00	30 00
Brampton	29 00	25 00
Mimico	30 74	30 00

The Montreal Island Company, Limited, Montreal, Que., has been incorporated with a capital stock of $5,000,000.

AUSTRALIAN AND SOUTH AFRICAN DUTY STAMPS.

Members should not forget that they can secure Australian and South African duty stamps upon application to the head office of the Association. If they have occasion to send catalogues, price lists or other advertising literature of any kind through the mails to Australia or South Africa they must prepay the duty, because, if the addressee refuses to pay the same, the matter will be destroyed. All such matter is dutiable under the Customs regulations of these two countries.

The most convenient means of prepayment is afforded by the use of Customs Duty Stamps, which are affixed the same as postage stamps on each separate letter, package or parcel. The Association has secured a supply of stamps, which are at the head office for the convenience of members. You will save a lot of trouble in mailing matter to South Africa and Australia if you use these stamps.

ENGLAND TIRING OF FREE TRADE

Shows that Protectionist Countries are Overhauling Free Trade England. The Figures are Official, Having Been Published by Authority of the British Government. High Tariffs do not Decrease Imports or Exports.

AT a time when foolish and shortsighted attacks are being made on the benefits arising from Protection, it is well to recall a few facts which ought to convince any one whose convictions are wavering. For this purpose we have only to compare the progress made by Germany, the United States of America and France, with the United Kingdom to see how beneficent has been the results of Protection in the three first-named countries. One of the greatest tests is that of population, and taking the annual average of the years 1880-84, and comparing them with 1905-08, we find the following facts:—

	Annual Average 1880-84 Millions	1905-08 Millions	Increase Millions	p.c.
United Kingdom	35.2	43.9	8.7	25
France	37.7	39.2	1.5	4
Germany	45.7	61.6	15.9	35
United States of America	52.5	85.1	32.6	62

It is estimated that in another generation the populations of the United Kingdom, Germany, and the United States will be as follows, if the same rate of increase is continued:

	Millions	Millions
United Kingdom		54.9
Germany	83.2	
United States of America	137.9	221.1

It will be seen that in thirty years' time Germany and the United States will outnumber England by four persons to one.

Take again, the value of imports for home consumption of the same countries:

	Annual Average 1880-84 Million £	1905-08 Million £	Increase Million £	p.c.
United Kingdom	346.6	519.3	175.7	51
France	190.9	222.7	31.8	17
Germany	151.8	387.9	236.1	155
United States of America	140.1	253.5	113.4	81

The Free Traders always maintain that high tariffs keep out imports; but as will be seen above, Protectionist Germany and the United States show a larger increase in imports than Free Trade Britain.

Much the same results are apparent in the export trade of the respective nations, as under:

Total Domestic Exports.

	Annual Average 1880-84 Million £	1905-08 Million £	Increase Million £	p.c.
United Kingdom	234.3	368.5	134.2	57
France	138.3	207.8	69.5	50
Germany	152.8	311.5	158.7	104
United States of America	165.4	359.3	193.9	118

This quite contravenes the Free Trade theory that high tariffs not only exclude imports but diminish exports; because here we find protected Germany and America increasing their exports at a greater rate than Free Trade Britain, both in actual amount and in percentage.

As regards the exports of manufactures, the following table is highly significant:

Exports of Manufactures.

	Annual Average 1880-84 Million £	1905-08 Million £	Increase Million £	p.c.
United Kingdom	206.4	294.7	88.3	43
France	73.1	121.3	48.2	66
Germany	91.2	213.5	122.3	134
United States of America	30.6	145.2	114.6	380

The preceding table showed a large increase in the total domestic exports of protected countries. The above table emphasizes this by showing a heavy increase of manufactures exported by protected countries as against Free Trade Britain.

We are told by Cobdenites that high tariffs obstruct trade between the countries imposing them. But facts are absolutely opposed to this theory, as will be seen from the appended statistics:

Domestic Exports to Principal Protected Foreign Countries.

	Annual Average 1880-84 Million £	1905-08 Million	Increase Million £	p.c.
United Kingdom	99.6	133.6	34.0	34
France	73.3	105.8	32.5	44
Germany	93.8	175.4	81.6	87
United States of America	45.7	121.7	76.0	166

This certainly shows that the protected countries have increased their trade to other protected countries at a greater rate than Free Trade Britain.

Exports of Domestic Manufactures to Principal Protected Foreign Countries.

	1895 Million £	1908 Million £	Increase Million £	p.c.
United Kingdom	74.7	89.6	14.9	20
France	32.6	49.9	17.3	53
Germany	57.7	118.8	61.1	106
United States of America	9.1	43.8	34.7	381

(Statistics for Germany and United States of America are not available prior to 1895.)

Here we see that the three protected nations have increased their exports to the principal protected foreign countries far more rapidly than has Great Britain; and it is especially noticeable that the increase is most pronounced in the exports of manufactured goods. This is very unfortunate for the Free Trade theory, because the argument is that this class of goods is most affected by tariff arrangements.

Domestic Exports of Iron and Steel and Manufactures Thereof.

	Annual Average 1880-84 Million £	1905-08 Million £	Increase Million £	p.c.
United Kingdom	27.6	45.1	17.5	63
France	0.9	5.3	4.4	488
Germany	11.5	27.3	15.8	133
United States of America	1.5	15.6	14.1	940

Domestic Exports of Machinery.

	Annual Average 1880-84 Million £	1905-08 Million £	Increase Million £	p.c.
United Kingdom	11.5	28.2	16.7	142
France	1.1	3.4	2.3	209
Germany	2.7	18.7	16.0	592
United States of America	2.6	21.7	19.1	735

The list might be extended to much greater length; but we see all through the same result—viz., a better rate of increase in exports from the protected countries than from Free Trade England. It may be stated that the statistics quoted above are from an official report, published by the British Government at the close of 1909. The figures, therefore, cannot be said to be partial or unfair to the side of Free Trade.—*South African Commerce and Manufacturers' Record.*



Voice of Socialism: "Labor Produces all, therefore it should eat all."

THE INTERNATIONAL PRINTING EXHIBITION.

The International Exhibition for the Book Industry and the Graphic Arts will be held in Leipsic from May to October, 1914. The exhibition is held for the purpose of bringing about a friendly competition in the graphic arts and book industry amongst all civilized nations, and is designed to demonstrate book industrial production in its influence on the general education of the people, and in its connection with all branches of culture, and it is also intended to show what a prominent position the graphic arts and industries occupy in the life of nations.

The exhibition will be managed by the "Deutscher Buchgewerbeverein" to celebrate the 150th anniversary of the Royal Academy for the Graphic Arts and the Book Industry at Leipsic.

CONSOLIDATION OF SHEET METAL FIRMS.

One of the most important developments of the year in the Hardware and Metal Trades is the consolidation of The Metal Shingle & Siding Co. and A. B. Ormsby Co., together with the Canadian interests of the U. S. Metal Products Co., of New York.

The Consolidation will comprise the plants located at Montreal, Preston, Toronto, Winnipeg and Saskatoon, and a new charter has been secured for increasing the capitalization of the business. The Directors of the new Company will be C. Dolph, Preston; A. B. Ormsby, Toronto; A. K. Cameron, Montreal; H. C. Randall, New York; and J. D. Murdoch, Simcoe.

C. Dolph, the President of the Consolidated Companies secured his early business training with Clare Bros., stove manufacturers, Preston, Ont. About fifteen years ago he organized the Metal Shingle and Siding Co., when the sheet metal industry was a small thing compared with its present proportions. A. K. Cameron, joined the Sales Staff of the Metal Shingle & Siding Co., in 1904 and when the Company decided to open a new factory in Montreal he was appointed to manage it.

A. B. Ormsby is well known among the architectural sheet metal workers in Canada. He was one of the pioneers of this industry.

The head office of the Company will continue to be in Preston and the factory at that point will be under the management of Mr. Dolph, the President of the Company. The Toronto branch, will be under Mr. A. B. Ormsby; the Montreal Branch under Mr. A. K. Cameron; the Winnipeg branch will be in charge of Mr. C. Bordman, while Messrs. Charleboise and Moser will run the Saskatoon branch.

A SALESMAN.

When the train pulls in and you grab your grip,
And the hackman's there with his frayed-out whip,
And you call on your man and try to be gay,
And all you get is "Nothing doing to-day."
Then you're a PEDDLER!
By gad, you're a peddler.

When you get into town and call on your man,
"Can't you see me, Bill?" "Why, sure, I can."
You size up his stock: Make a rough count,
And Bill presently says: "Send the usual amount."
Then you're on ORDER TAKER!
By gad, you're an Order Taker.

When you travel along and everything's fine,
And you don't get up until half past nine:
When you see each concern and talk conditions,
Then you're a TRAVELLING MAN!
By gad, you're a Travelling man.

When you call upon the trade and they talk "Hard Times,"
"Lower prices" and decided declines,
But you talk and you smile, make the world look bright,
And send in your orders every blamed night,
Then you're a SALESMAN!
By gad, you're a Salesman.

A site for the erection of a warehouse and offices has been purchased by the Canadian General Electric Co., of Toronto, in Edmonton, Alta.



INSURANCE

Edited By E. P. Heaton

Mr. Franklin H. Wentworth, of Boston, who made a splendid address at Ottawa and delighted all who heard him, is to speak under the auspices of the Association as follows:

Montreal—Tuesday, December 17th.
Hamilton—Wednesday, December 18th.
Toronto—Thursday, December 19th.
London—Friday, December 20th.

* * * * *

Further particulars will be communicated to members. Mr. Wentworth is worth hearing, and his subject, "Fire Prevention," is of vital interest to all manufacturers.

The Manager of the Department will accompany Mr. Wentworth throughout this trip.

* * * * *

The total fire waste in Canada for the ten months ending October 31st, 1912, has been very close to $20,000,000; there have been 215 separate fires where the fire loss has exceeded $10,000. In both these respects the year 1912 compares unfavorably with any of its five predecessors.

* * * * *

The surest way to reduce the insurance rates is to reduce the fire waste, and the subject of fire prevention should be as closely studied by manufacturers as any other element that enters into consideration of the cost of production.

* * * * *

All fires are the same size at the start, and next to the automatic control of a fire in its incipient stage a method of suppression should be immediately available. The value of such appliances as stand pipes, chemical extinguishers and water casks and pails, is recognized by all insurance companies in reduced rates.

* * * * *

In times of prosperity too much thought is given by manufacturers to the matter of producing and shipping, and much too little to care and cleanliness; this is largely why there are more and larger fires in manufacturing risks in good times than in bad; insurance companies have found this out to their cost, and to yours also.

* * * * *

It is in prosperous times that the manufacturer can least afford to have his producing facilities curtailed or his connection disturbed by the destruction of his plant. Prudence dictates that he should see that every possible source of fire is removed or safeguarded.

At the Water Conservation Exhibit in the courtyard of the Philadelphia City Hall, which started October 14th and continued a month, was a most interesting demonstration of automatic sprinklers in operation. Thousands of people in passing through the City Hall or passing along Market Street were attracted by the novel display, and watched the demonstrations with the greatest of interest.

A house of wired glass with steel frame work was erected, with a Grinnell automatic sprinkler at the centre of the ceiling, connected by piping through the necessary valves and from there to the city water supply. Underneath this sprinkler a conical structure covered with an asbestos fibre was periodically saturated with alcohol and lighted. It was a matter of only fifteen seconds when the sprinkler head fused and a drenching rain put out the fire. The novel point about this exhibit was that it gave a visual demonstration to people who never before had seen anything of the sort, of the power of the automatic sprinkler to both discover a fire and to put it out.

The conservation of water comes in from the fact that the automatic sprinkler, which puts out a fire while it is small, requires much less water than does the fire department, attacking the fire after it has gathered headway. The record of the sprinkler covering many thousands of fires shows that in more than half of all cases, three sprinklers or less have put out the fires. The water discharged from these is absolutely negligible, compared with the amount which would be used by the fire department if the sprinkler were not on guard.

* * * * *

A fire occurred at 7.30 p.m. in the building owned by J. D. King, 126 Wellington Street West, Toronto, and occupied by various tenants. It was extinguished by the sprinklers, three of which opened. Loss by fire and water was estimated in all at about $20,000.

This is an illustration of the value of automatic control of fire. In the vicinity of the spot where the fire started there was a considerable quantity of material which, had it once been ignited, would have made a fierce blaze and endangered the building. The fire did not reach the corner in question owing to the prompt action of the sprinklers.

* * * * *

Chief Tremblay of the Montreal fire department has issued a report on the fire loss in Canada, as compared with the United States.

He blames speculation in insurance, leading to arson, as the chief cause for fire losses in Montreal and other Canadian cities. In Montreal, he says, in 60 per cent. of the fires there has been over-insurance; in 40 per cent. of the cases the fires are of suspicious origin.

He declares that carelessness in causing an outbreak of fire should be made a crime, according to the statutes of Canada.

LEGAL NOTES



Edited By F. W. Wegenast

The Employers' Liability Insurance Companies are sending out a circular letter in the same form to their respective clients in a belated effort to secure support for a position adverse to the form of Workmen's Compensation Act which was proposed by the Canadian Manufacturers Association, and which has been tentatively approved by the Government Commissioner, Sir William Meredith. The circular letter states that: "There is a suggestion in the interim report of the Commissioner that the manufacturers of the Province of Ontario are unfavorable to a scheme of state insurance. The details, of course, are not disclosed, but the scheme would, I imagine, be operated on an assessment plan." This is a very delicate and hesitating statement all round. What is described as a "suggestion" is in reality a declaration. Moreover, the manufacturers of the Province are not only "favorable" to what the circular chooses to describe as state insurance, but they are collectively and officially placed on record as being opposed to any other plan of workmen's compensation. The "details" of the proposal are gone into at some length, and it is definitely proposed that the system shall be "operated on an assessment plan." The committee of liability insurance men who drew up the circular should have studied the interim report more carefully.

What the liability insurance men favor, of course, is a scheme under which a direct liability, no matter how onerous, would be placed upon the individual employer. The employer would then be obliged to protect himself by insurance, and this insurance the liability insurance companies would like to handle. It has been practically certain all along that some form of Workmen's Compensation Act would be introduced in Ontario at the coming session. The only question was as to the form which the legislation should take. Should it be an Act such as those in force in England and in some of the provinces of Canada, for instance, British Columbia, Quebec and Manitoba, where the liability is imposed directly upon the individual employer, or should it be an Act based upon the mutual insurance principle as in Germany and the State of Washington? Upon this question the manufacturers have given a decided answer. If there were no other ground of preference the fact that the plan favored by the liability companies would cost employers two or three times as much for the same scale of benefits would surely be sufficient.

The Liability Insurance Companies had the same opportunity as every one else in the Province to appear before the Commissioner and present their views. They neglected to do so, apparently expecting that the Province of Ontario would fall in line with other provinces in adopting a type of Act which is acknowledged to be anything but satisfactory where it is in operation. As a matter of fact, if the liability companies had been more active it would have probably made no particular difference except to arouse and emphasize the dissatisfaction of employers with any such scheme as that favored by the liability insurance interests.

The case of the John Deere Plow Company *v.* Agnew, in which the validity of the provisions of the British Columbia Companies Act requiring Dominion companies to take out licenses are at issue, was set down for hearing by the Supreme Court on the 26th November, along with the general reference on the question of company incorporation and licensing which was placed before the Court by the Dominion Government. Both the case and reference have been laid over until the February sittings of the Court, owing to representations of some of the provincial governments. These provinces have consistently opposed the bringing to an issue of the questions in the reference, fearing that a decision upon the questions would involve a loss of the revenue which is now being derived by the provinces from the incorporation of companies. The provincial departments are much less concerned with the difficulties surrounding the companies which they have incorporated than they are in the few thousand dollars of annual revenue which they derive from creating more companies to get into more difficulties.

The company incorporation situation is no credit to the legal profession of this country. More than seventy-five per cent. of the manufacturing and wholesale companies in business in Ontario are incorporated under provincial charters. The mere accident that it is more convenient to go to the legislative buildings in Toronto than to go to Ottawa has been the determining factor in deciding the question as between Dominion and provincial incorporation. There are very few lawyers in the province who give themselves the slightest concern over the constitutional phase of the question. Leading law firms in Toronto have incorporated companies involving millions of dollars of capital without apparently giving a thought to the constitutional limitations imposed by the British North America Act. There is bound to be a reckoning when the cases at present before the Court are finally decided.

On Thursday, 21st November, a deputation of the Association appeared before the Committee of the Ontario Legislature which is considering the proposed amendments to the Ontario Assessment Act. As outlined in the annual report, the two changes proposed on behalf of the Association are the entire abolition of the business tax and the taxation of unimproved land at a higher rate than improved land. The proposals of the Association were well received. They are in one sense an alternative to the principle embodied in both Mr. Rowell's and Mr. Ellis' bills of giving municipalities the option to tax improvements, including business and income, at a lower rate than land. It is quite apparent that a measure of some kind in the direction suggested is demanded by public opinion in the province. The only question appears to be whether the change should be uniform and general throughout the province, or whether municipalities should be allowed to experiment for themselves. The special committee which has the matter in hand for the Association has expressed its preference for a uniform system, and the expressions made by members of the Legislative Committee appear to indicate that the uniform plan will be favored by the Government.



INCREASE IN DEMURRAGE RATES

IN order to ask permission to increase, temporarily, the toll for car detention by shippers or consignees, with the object of minimizing the misuse of freight cars for storage purposes and alleviating the car shortage and congestion of traffic, the Canadian Pacific Railway Company, the Grand Trunk Railway Company, the Canadian Northern Railway Company and the Michigan Central Railway, on behalf of themselves and of all other railways subject to the jurisdiction of the Dominion Railway Board, appeared before the Board in Ottawa on Nov. 27th.

After hearing representatives of both sides the Board made the following order, which will be of interest to shippers:

The Order.

"Upon the hearing of the application at the sittings of the Board, held in the city of Ottawa on the 27th November, 1912, counsel and representatives appearing for the applicant railway companies, the Canadian Manufacturers Association, the Montreal and Toronto Boards of Trade, the Montreal Corn Exchange, the Dominion Millers' Association, the Canadian Lumbermen's Association and others:

"It is ordered that, on the publication and filing of tariffs therefor, and for the period commencing the fifteenth day of December, 1912, and terminating the thirty-first day of March, 1913, both inclusive, the said applicant companies be, and they are hereby, permitted to increase the car service or demurrage toll prescribed by the Order of the Board No. 906, dated the 25th day of January, 1906, from one dollar a day to two dollars a day for the first twenty-four hours, or any part thereof, and to three dollars a day for each succeeding twenty-four hours, or any part thereof, for delay beyond the free time allowed by the said Order for loading or unloading cars; provided that this Order shall not apply to cars held in transit at stopover points under published tariffs filed with the Board.

"(Sgd.) D'Arcy Scott,
"*Assistant Chief Commissioner.*"

It will be observed that the order reads that it was made after the hearing of the application at which appeared representatives of the Canadian Manufacturers Association, the Montreal and Toronto Boards of Trade, the Montreal Corn Exchange, the Dominion Millers' Association, the Canadian Lumbermen's Association and others.

The judgment of the Board is dated the day following the hearing, indicating that the Board was strongly impressed with the statements made by the representatives of the railway companies, namely, "that the public was largely responsible for the present car shortage and congestion and delays in terminals, and that if the Board would approve of the increased rate the complaints would entirely disappear." A number of exhibits prepared by the Car Service Departments of the railways and the Canadian Car Service Bureau were filed with the Board in support of the application. Copies were not furnished the representatives of the shippers, and there was, therefore, no opportunity to check them, as was fully expected. The Assistant Chief Commissioner made the following statement at the conclusion of the hearing: "We will reserve our decision in this matter." It was felt, in view of this, that an opportunity would be given to review the evidence and check the exhibits. It is quite apparent that the evidence of those who appeared before the Board in opposition to the application had little effect. However, the Board, as will be seen by the judgment, considered it fair to grant the application, hoping it would do some good, and at the same time give the railways an opportunity of proving whether or not their statements that the car shortage and congestion were due to shippers were correct.

Reciprocal Demurrage.

The Board's action in approving of this increased toll has again brought up the question of reciprocal demurrage. It is the general belief that there should be some regulations whereby the public will be compensated for losses sustained through the negligence of the carriers. The Railway Commission now has before it thousands of complaints of delays in transit, etc., filed by this Association as far back as last June, but up to the present time there has been no statement from the Board or anyone else, other than a copy of an interim report from the Chief Operating Officer, to indicate what has been done to improve conditions. This report in part is as follows:

"The difficulty seems to have been entirely due to the railway companies' failure to keep pace with the steadily increasing business and to provide increased facilities for the handling of the business. The matter of providing increased facilities has been taken up by the Board in such a way that the railway companies have been forced to take prompt action, with the result that the manufacturers of equipment, etc., have been flooded with orders, and the railways appear to be somewhat relieved by showing the difficulty they are having in getting required equipment, etc.

Where the Blame Rests.

"The railway companies are alone responsible for the condition they have been found in, as they could and should have steadily increased their facilities to provide for the increased traffic."

Notwithstanding this report and the statement that terminals were being improved and enlarged, the railway representatives at the hearing could not say just to what extent they had been improved, although they admitted a material increase in traffic.

Under the above circumstances considerable disappointment was expressed at the acceptance of the statements of the railways' representatives, apparently without verification. We think it only proper that those who abuse the property of the railway companies should be penalized, and that there should be a revision of the car service rules, so as to provide for the necessary penalty. It would, therefore, have been only fair to have considered the representations of both sides before coming to a decision in the matter.

The following is the judgment of Assistant Chief Commissioner Scott:

"The railway companies under the jurisdiction of the Board apply for a temporary increase of the demurrage charges permitted under the Canadian car service rules, from $1.00 per day beyond the free time to $2.00 for the first twenty-four hours, $3.00 for the second twenty-four hours, and $4.00 for the third and succeeding twenty-four hours of car detention after the free time allowed by the rules.

"It cannot be denied that a car shortage equal to, if not greater than, that of last year is imminent; and unless some steps are taken to secure an adequate supply of cars, traffic will be seriously handicapped during the approaching winter and spring, until the opening of navigation. Evidence was submitted to the Board by the applicants showing an unreasonable detention of a large number of cars at many of the principal traffic centres of the country. It is urged by the railway companies that the unnecessary detention of cars by shippers and consignees not only handicaps the companies by depriving them of cars which would otherwise be available for traffic, but also causes congestion by blocking team tracks and private sidings in terminals. It also contended that at least fifty per cent. of what is called railway detentions—that is, the unnecessary holding of cars in terminals by the railway companies—is due to the blocking of those terminals by the unnecessary detention of cars by shippers and consignees.

"The Board is fully alive to the very unsatisfactory methods adopted by some railway companies for the handling of freight traffic. It has had its expert officials examine and report on the terminal and transportation facilities of the railway companies for some time. It has had the railway companies and the representatives of the shippers before it, and has discussed with the former the necessity for increasing the facilities and rolling stock of the railways, in order to overcome the unsatisfactory condition of affairs; and the railway companies are undoubtedly making an honest effort to relieve the congested condition of freight traffic, by increasing their facilities in the way of enlarging their yards, double-tracking, providing more cars, and adding to their motive power.

"We are all thankful to realize that the traffic of the country is increasing at a far greater rate than was anticipated but a few years ago.

"I believe there is much yet for the railways to do to equip themselves to handle the business of the country properly; but, as I have said before, I am satisfied that they are making an honest effort to do so; and they now ask, in a time of congestion of traffic, that those whose merchandise they carry do what they can to assist by loading and unloading cars as promptly as possible, in order that they may be available for the use of shippers.

"The practice of consignees holding cars and using them for storage or warehouse purposes undoubtedly exists. In many cases it is cheaper for a consignee to pay $1.00 a day demurrage and use the car as a warehouse than to unload the car promptly and store his goods in some other place. Many merchants and traders, whose business has materially increased within the last few years, have not sufficient shed capacity to take care of their goods.

"The applicants, in order to induce prompt release of cars, ask that the demurrage charges be so increased that, because of the expense of holding a car beyond the free time, shippers and consignees will be prompted to load and unload cars with the utmost despatch.

"The object of car service rules is not to supply revenue for the railway companies, but to insure prompt release of cars, that they may be available for other shippers. The $1.00 for each twenty-four hours' detention over the free time is apparently not a sufficient inducement to secure the prompt release of cars in many cases; and I am of the opinion that temporarily, during the present shortage of cars, the demurrage charge should be so increased as to insure the prompt release of cars in all cases.

"When a congestion occurred some time ago on the Ontario Government Railway (T. & N.O.) the demurrage charge imposed by the Government was increased from $1.00 to $3.00; and, from the uncontroverted evidence submitted to the Board, it proved to be beneficial in securing a more prompt release of cars. The Pacific Car Service Bureau, having jurisdiction in the State of California, made a protracted experiment by increasing demurrage charges gradually from $1.00 to $6.00 per day over the free time, and it has recently fixed the rate at $3.00 per day as being the most satisfactory amount.

"Being of the opinion that the railway companies have made out a good case for a temporary increase of demurrage charges, I have come to the conclusion, bearing in mind the facts above stated, that the increase should not exceed a maximum of $3.00, and I would increase the charge to $2.00 for the first twenty-four hours, and $3.00 for each subsequent twenty-four hours, beyond the free time as provided in our car service rules.

They are Promising.

"The railway companies are on record as stating that, if they get this temporary increase, which I think should be granted, there will be very little congestion, and few, if any, delays in the placing of cars. It will now be incumbent upon them to carry out their undertaking. This temporary increase in demurrage charges may be taken as a substantial contribution by the shipping public towards the relief of the difficulties, and it will be for the railway companies to do the rest. Unless greater effort is made by the railway companies with the view of more prompt transportation and handling of traffic, I do not believe that the increase in the demurrage charges will make any substantial difference.

"There is almost a unanimity of opinion among the shipping public that they would cheerfully consent to the increase in demurrage charges if a measure of reciprocal demurrage was made effective at the same time; that is, if the railway companies would pay a per diem allowance to the shipper, or consignee, for unreasonable delays in the delivery of cars on the part of railway companies. That is a matter with which we cannot deal in this application. It was brought to the attention of the Board at a sitting in Winnipeg in July last, and is, I believe, now being considered by the Chief Commissioner and Mr. Commissioner McLean on their present western trip; and it cannot be disposed of without a hearing in the east, where a number of shippers desire to be heard on the subject. In disposing of the question of reciprocal demurrage the Board will, of course, consider what, if any, effect this temporary increase in the demurrage charges may have upon that question; but I see no reason why the present application should be delayed on that account.

"I therefore think an Order should go, granting a temporary increase in the demurrage charges as mentioned above, to become effective on the 15th December next, and continue until the 1st April next, when, unless otherwise ordered by the Board, the old charge of $1.00 per day will be restored.

I have made the effective date Dec. 15th, so as to give the shippers and consignees two weeks' notice.

"It was pointed out to us at the hearing yesterday that the charges permitted for stop-over privileges at Jacques Cartier and other points throughout Canada were based upon its present demurrage charges; and that, unless otherwise ordered by the Board, an increase in demurrage charges might result in an increase of stop-over charges; and provision to that effect should be incorporated in the Order.

"(Sgd.) D'Arcy Scott.

"Ottawa, November 28th, 1912."

It should be observed, however, that the present order is only for a specified period, and that after March 31st next the old rate of a dollar a day will be effective. In the meantime it is to be hoped that the failure of the railways to make the handling of cars quick and effective, owing to their lack of terminal facilities, will be recognized by the Board.

HEATED CAR SERVICE.

The Dominion Railway Board has ordered that, upon the receipt of reasonable notice from the shipper, or shippers, that such is or are required, railway companies subject to the jurisdiction of the Board, operating in Eastern Canada, which own refrigerator cars, and according to their respective powers furnish to any shipper, or combination of shippers, a heated refrigerator car, or cars, for the carriage, during cold weather, of fruit, vegetables and eggs, in less than carload quantities, the same to be carted by the shipper, and loaded in the car by the shipper, or shippers, in the order in which the shipments are to be unloaded.

However, the carrier is not required:

(*a*) To accept shipments necessitating more than five openings of any such car for unloading purposes;

(*b*) To furnish heated cars for transhipments from the original car for destinations off the route of the said car;

(*c*) To accept less than a total weight of 12,000 lbs. in any such car, or a less aggregate amount in freight charges than for 12,000 lbs. distributed pro ratably over the various shipments in any car;

(*d*) To accept such shipments unless the freight charges are prepaid;

(*e*) To assume liability for loss or damage to the property by frost (1) while in the car, if caused by the opening of the car for loading or unloading purposes; or (2) after it has been unloaded from the car.

GUARD AGAINST CHRISTMAS FIRES.

The Fire Underwriters' Association has issued the following circular:—

"Following the usual custom at this season of the year, your attention is called to the dangers to life and property from Christmas decorations, displays, etc., which are frequently made at this time of the year. The use of Christmas greens, harvest specimens and other inflammable materials, such as draperies, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems) is decided an increase of hazard, it being impossible to make displays of that nature perfectly safe.

"The statutory conditions of the insurance policy read in part as follows: 'Any change material to the risk, but within the control or knowledge of the assured, shall void the policy as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent.'

"In addition to the danger to property from the displays referred to, the danger to life in crowded stores, or places of meeting, by reason of a panic occasioned by fire, even though it be small and easily controlled, is so great that the underwriters, who have made a study of such hazards, would fail in their duty should they not give this warning."



On the Trail
—The Toronto Globe.

TOLLS AT QUEBEC.

After hearing the complaint of the Quebec Board of Trade and others against the tolls charged by the Canadian Pacific Railway Company for switching traffic, in carloads, originating at or destined to points on the Grand Trunk, Quebec Central and Intercolonial railways, between the ferry dock and tracks and sidings in the city of Quebec, the Dominion Railway Board has ordered that, without prejudice to the pending inquiry into interswitching services and tolls generally, and subject to any order that may be made in that inquiry, the tolls charged by the Canadian Pacific Railway for interswitching the said traffic for any distance within, and including four miles from Point-a-Cary Wharf, shall not exceed one cent per one hundred pounds, subject to a minimum charge of not more than three dollars per car, to or from private sidings, and one and one-half cent per one hundred pounds, subject to a minimum charge of not more than five dollars per car, to or from public team tracks; the said tolls to be payable by the shipper or consignee.

The order became effective on December 9th, 1912.

GETTING HOME FROM THIRD.

All the world's a baseball diamond. You are one of the players. Perhaps you have reached first by your own efforts. It may be that the sacrifices of your parents or friends have enabled you to reach second. Then, on someone's "long fly" into the business world—a "fly" that was not long enough to prevent him going out—or someone's fluke on the rules of simple morality and square dealing, you have advanced to third.

The opposition against you at third is stronger than at either first or second. At third you are to be reckoned with. Your opponents converge all their attention on you. Pitchers and catchers, coaches and opposing fans, are watching to tip off your plans and frustrate them. From third you become either a splendid success or a dismal failure.

Don't Die on Third!

What are you doing to win the score that life is ready to mark up against your name? Third base has no laurels on which you can rest. What are you doing on third? Are you waiting for someone to "bat you in"? Suppose he misses; his miss is yours. If you place all your dependence on someone else, his failure spells yours. What are you doing on third? Waiting for "something to turn up"? Don't—nothing turns up, but the thumbs of the thousands of men who watch you may turn down, and make you a permanent failure. Don't get stranded at third—reach home and score. That's what helps to win. Whether on the diamond, at the desk, in every profession and vocation of life, scoring always counts.—*Detroit News.*

PUTTING A PREMIUM ON CAUTION

A Competition to Prevent Accidents Stimulates Factory Employees to Take More Care with Dangerous Machinery

In order to bring this matter of safety directly to its employes, the management of a manufacturing company have prepared a plan of education and competition between departments and their foremen.

This is in the form of a percentage score board, such as indicates the standing of teams in the baseball leagues. The starting point is 1,000. Each division is penalized according to its accidents—minor accidents of less than one day's absence not as yet being considered. Each day's absence bears a percentage charge in proportion to the total number of men—days per month in each division.

The foremen of all of the divisions scoring 1,000, or those holding the first three places below 1,000 will receive prizes of personal interest each month. The foreman scoring the largest number of first monthly prizes for one year, will receive a special prize at the end of the year. All divisions holding a percentage for the year of 1,000, or the highest annual percentage, will receive two days' full pay as a reward for their good record, and the second highest will receive one day's pay extra.

This plan is in a rather crude form at present, but it will be of daily interest, because of its competitive nature, and will facilitate the inculcation of preventive measures and of individual care and forethought, as well as speedy and prompt attention to reduce the severity of the accident and shorten the time of absence.

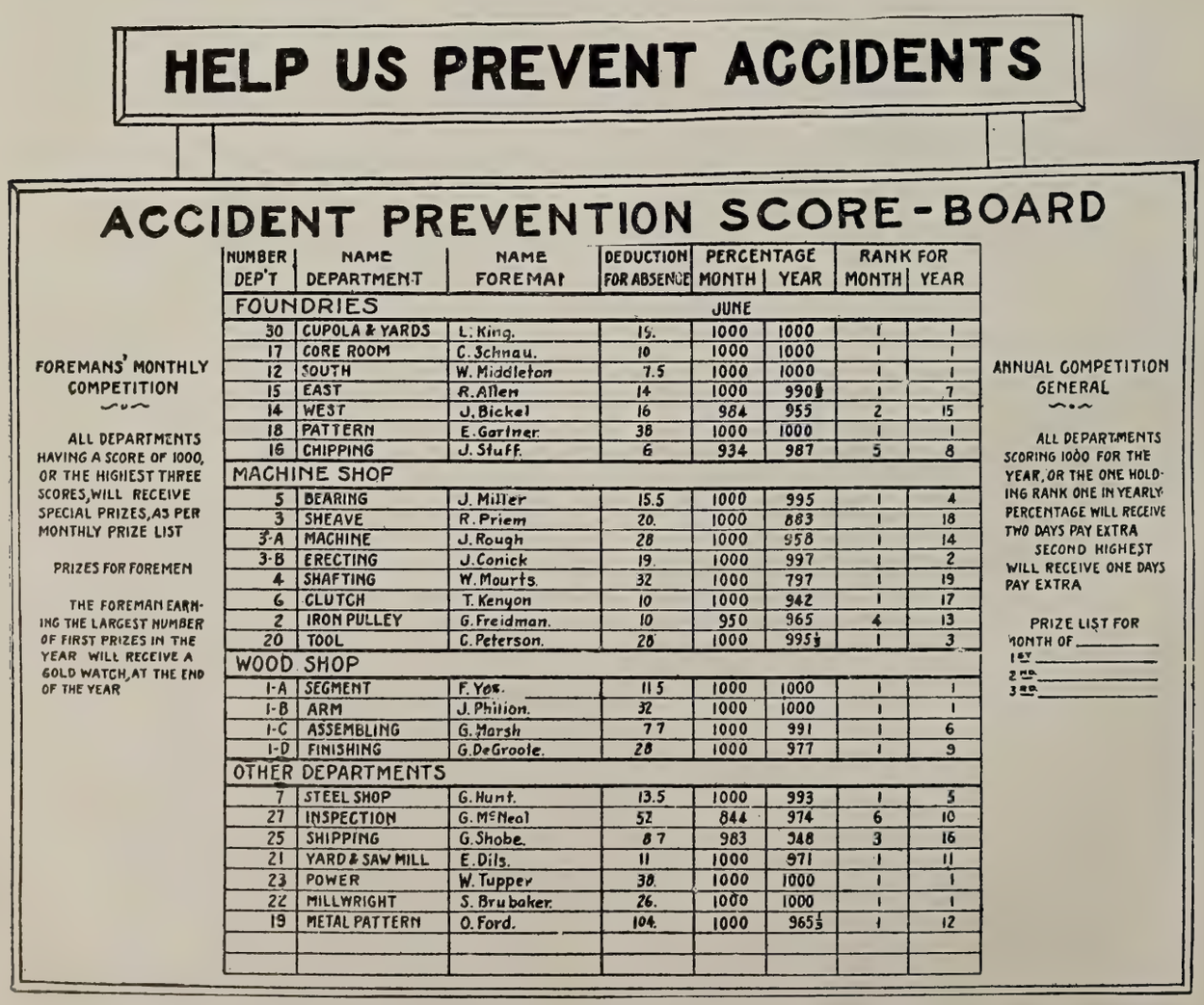
At all events, the interest in the daily score board, which is 24 feet long, and erected at the main works' entrance, will afford a splendid vehicle for carrying influence to the worker.

Each week a spirited or expressive motto will be placed at the head of the board that will surely have an excellent effect on the daily thoughts of the workers.—*American Industries.*

BUILDING IN THE WEST.

In building, Calgary stood fourth and Vancouver fifth on the North American continent for September and October. New York was first, with new buildings valued at $21,215,675; Chicago second, $15,956,500; Philadelphia third, $6,442,925; Calgary fourth, $5,765,760; and Vancouver fifth, $5,167,560. Montreal was seventh, with $4,982,526; Toronto eighth, with $4,496,183; Winnipeg twelfth, with $2,888,200, and Edmonton thirteenth, with $2,732,975. After these, come United States cities like Atlanta, Buffalo, Minneapolis, St. Louis, Portland, Ore., Milwaukee, St. Paul, and Spokane.

Great is the growth of Canada, especially of Western Canada.



NUMBER DEP'T	NAME DEPARTMENT	NAME FOREMAN	DEDUCTION FOR ABSENCE	PERCENTAGE MONTH	PERCENTAGE YEAR	RANK FOR MONTH	RANK FOR YEAR
FOUNDRIES			JUNE				
30	CUPOLA & YARDS	L. King.	15.	1000	1000	1	1
17	CORE ROOM	C. Schnau.	10	1000	1000	1	1
12	SOUTH	W. Middleton	7.5	1000	1000	1	1
15	EAST	R. Allen	14	1000	990⅞	1	7
14	WEST	J. Bickel	16	984	955	2	15
18	PATTERN	E. Gartner.	38	1000	1000	1	1
16	CHIPPING	J. Stuff.	6	934	987	5	8
MACHINE SHOP							
5	BEARING	J. Miller	15.5	1000	995	1	4
3	SHEAVE	R. Priem	20.	1000	883	1	18
3-A	MACHINE	J. Rough	28	1000	958	1	14
3-B	ERECTING	J. Conick	19.	1000	997	1	2
4	SHAFTING	W. Mourts.	32	1000	797	1	19
6	CLUTCH	T. Kenyon	10	1000	942	1	17
2	IRON PULLEY	G. Freidman.	10	950	965	4	13
20	TOOL	C. Peterson.	28	1000	995⅓	1	3
WOOD SHOP							
1-A	SEGMENT	F. Yost.	11 5	1000	1000	1	1
1-B	ARM	J. Philion.	32	1000	1000	1	1
1-C	ASSEMBLING	G. Marsh	7 7	1000	991	1	6
1-D	FINISHING	G. DeGroote.	28	1000	977	1	9
OTHER DEPARTMENTS							
7	STEEL SHOP	G. Hunt.	13.5	1000	993	1	5
27	INSPECTION	G. McNeal	52	844	974	6	10
25	SHIPPING	G. Shobe.	8 7	983	948	3	16
21	YARD & SAW MILL	E. Dils.	11	1000	971	1	11
23	POWER	W. Tupper	38.	1000	1000	1	1
22	MILLWRIGHT	S. Brubaker.	26.	1000	1000	1	1
19	METAL PATTERN	O. Ford.	104.	1000	965⅓	1	12

How One Firm Tries to Prevent Accidents in its Factory

FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of October, 1912.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 82 E 2124	Sup. 82 E 1720	Nov. 7-12 (R) Dec. 2-12 (A)	Commodities between stations on C.P.R. Advance. Reduction.
Sup. 22 E 1841	Sup. 22 E 1431	Nov. 7-12	Pig iron, c.l., between various points. Reissue. Reduction.
E 2481 cancels E 1981	E 2081 cancels E 1574	Dec. 9-12	Warehouse storage charges at C.P. stations. Advance.
Sup. 84 E 2124	Sup. 84 E 1720	Nov. 11-12	Commodities between stations on C.P.R. Reissue. Reduction.
Sup. 23 E 1575	Sup. 23 E 1161	Nov. 11-12 (R) Dec. 9-12 (A)	Class and commodity between C.P. junctions and points on connecting lines. (Arbitraries.) Reissue. Advance. Reduction.
Sup. 87 E 2124	Sup. 87 E 1720	Nov. 25-12	Commodities between stations on C.P.R. Reissue. Reduction.
Sup. 2 E 2469	Sup. 2 E 2069	Dec. 23-12	Import Merchandise St. John and West St. John to C. P. stations. Reduction.
Sup. 24 E 2344	Sup. 24 E 1944	Nov. 26-12	Building Material between C. P. stations. Reissue. Reduction.
E 2492 cancels E 2124 E 2139	E 2092 cancels E 1720 E 1735	Jan. 1-13	Commodities between stations on C.P.R. and connecting lines and to points in Maritime Provinces. Reissue. Reduction. Advance.
E 2482	E 2082	Dec. 10-12	Class rates from points on the Maniwaki, Waltham & Nomining Branches to points east of Montreal and north of the St. Lawrence. Advance. Reduction. Reissue.
Sup. 28 E 2250	Sup. 28 E 1848	Dec. 2-12	Switching, Interswitching and Absorption of Switching at C. P. stations. Reissue. Reduction.
Sup. 25 E 2250	Sup. 25 E 1848	Nov. 12-12	Switching and Interswitching at C.P. stations. Reissue. Reduction.
Sup. 1 E 2439	Sup. 1 E 2039	Dec. 10-12	Weighing of carload traffic. Addition. Advance.
Sup. 5 E 1654	Sup. 5 E 1241	Dec. 12-12	Class rates from C.P. stations to Buffalo, Black Rock and Suspension Bridge. Reissue. Reduction.

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 4 E 2392	Sup. 4 E 1992	Dec. 14-12	Commodities from C.P. stations to points in the U.S. Reissue. Reduction.
E 2484 cancels E 1496	E 2084 cancels E 1081	Dec. 16-12	Class rates between Montreal and stations on connecting lines East and South of Montreal. Reissue. Advance.
Sup. 85 E 2124	Sup. 85 E 1720	Nov. 16-12	Commodities between stations on C.P.R. Reissue. Reduction.
Sup. 86 E 2124	Sup. 86 E 1720	Nov. 19-12	Commodities between stations on C.P.R. Reissue. Reduction.
Sup. 23 E 2344	Sup. 23 E 1944	Nov. 19-12	Building Material between C.P. stations. Reissue. Reduction.

Grand Trunk Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 36 E 2552	Sup. 36 C.D. 65	Nov. 12-12	Building material between stations on G.T.R and to and from connecting lines. Reissue.
Sup. 37 E 2548	Sup. 37 C.Y. 26	Dec. 2-12	Commodities between G.T. stations. Advance.
Sup. 37 E 2552	Sup. 37 C.D. 65	Nov. 6-12	Building material between G. T. stations and to and from connecting lines. Reduction.
Sup. 22 E 1314	Sup. 22 C.P. 27	Dec. 4-12	Woodpulp, c.l., Hawkesbury and Ottawa to points in the U.S. Reissue. Reduction.
Sup. 11 E 2499	Sup. 11 C.I. 137	Nov. 7-12	Pig iron, c.l., Hamilton, Ont., to Granby, Que. Reduction.
Sup. 38 E 2548	Sup. 38 C.Y. 26	Nov. 7-12	Commodities between G.T. stations, also to and from connecting lines. Reissue. Reduction.
Sup. 14 E 2265	Sup. 14 C.U. 58	Dec. 8-12	Commodities from Buffalo, Black Rock and Suspension Bridge to stations in Canada. Reissue. Reduction.
Sup. 39 E 2548	Sup. 39 C.Y. 26	Nov. 11-12	Pig lead, c.l., Kingston to Montreal and Toronto. Reduction.
Sup. 4 E 2603	Sup. 4 C.U. 69	Dec. 16-12	Commodities between G.T. stations in Canada and points in the U.S. Reduction. Reissue. Advance.
Sup. 5 E 2457	Sup. 5 S 86	Dec. 9-12	Interswitching. Reissue. Advance.
Sup. 39 E 2552	Sup. 39 C.D. 65	Nov. 11-12	Fire-proofing, c.l., between G. T. stations. Reduction. Reissue.

Grand Trunk Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 4 E 2472	Sup. 4 E.Y. 22	Nov. 25-12	Commodities from Dominion and Lachine to Intercolonial Ry., points also between stations on the Intercolonial Ry. Reissue. Addition.
Sup. 1 E 2629	Sup. 1 I 134	Dec. 23-12	Import Merchandise Portland, Me., to points on connecting lines in Canada. Advance. Reduction.
Sup. 36 E 1686	Sup. 36 S 71	Nov. 25-12	Local Switching rates.
Sup. 10 E 1165	Sup. 10 C.R. 28	Dec. 10-12	Weighing of Car load traffic. Reissue. Advance.
E 2639 cancels E 2196	C.R. 138 cancels C.R. 100	Dec. 9-12	Warehouse storage charges. Advance.
Sup. 4 E 2239	Sup. 4 M. 15	Dec. 15-12	Classes between Montreal and stations on connecting lines East and South. Reissue. Advance.
Sup. 14 E 1880	Sup. 14 C.P. 53	Dec. 17-12	Paper C.L. Merritton, Ottawa and Thorold to points in the U.S. Reissue. Advance. Reduction.
E 2641	C.F. 239	Dec. 17-12	Pulpwood, C. L., Hawkesbury to Merritton $3.10 per cord.
E 2642	C.F. 240	Dec. 17-12	Pulpwood C.L. (Mileage). Reduction. Advance.
Sup. 5 E 2539	Sup. 5 C.P. 92	Nov. 25-12	Paper commodities East Angus to Valleyfield, 13 cts per 100 lbs. Reduction.

Canadian Northern Railway.

Sup. 27 E 15	Sup. 27 E 15	Nov. 5-12	Pig lead, c.l., Kingston to Toronto, 15½ cts. per 100 lbs. New rate. Reduction.

Michigan Central Railroad.

Sup. 21 1767	Sup. 21 8803	Nov. 5-12	Commodities between stations in Canada. Reissue. Reduction.
Sup. 23 1767	Sup. 23 8803	Nov. 23-12	Commodities between points in Canada. Reissue. Reduction.

Baltimore & Ohio Railroad.

1035 cancels 820 940 946	———	Dec. 1-12	Iron and steel articles, B. & O. stations to points in Canada.

New York Central and Hudson River Railroad.

2440	A 23950	Jan. 1-13	Bleach and Soda C.L. N. Y. C. stations to Toronto.

Delaware & Hudson Company.

1112 cancels 1105	H—44	Dec. 7-12	Commodities, D. & H. stations to points on G.T.R.

Pittsburgh, Cincinnati, Chicago & St. Louis Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 7 P—46	———	Dec. 1-12	Classes and commodities from P. C. C. & St. L. stations to points in Canada.

Oregon Short Line Railroad.

12	2492—C	Sep. 29-12	Crude arsenic, points in Montana, Utah, etc., to Montreal and Toronto, Ont.

Erie Railroad.

308 cancels 268	B—3007 cancels B—2109	Dec. 1-12	Box board, straw board and woodpulp board, c.l., North Tonawanda, N.Y., to London, Ont., 11 cts. per 100 lbs.

Lake Shore & Michigan Southern Railroad.

Sup. 3 239	———	Dec. 6-12	Commodities L. S. & M. S. stations to points in Canada.

Pennsylvania Company.

Sup. 9 F—48	———	Dec. 9-12	Class and commodity tariff, Penn. lines west of Pittsburgh to points in Canada.

Buffalo, Rochester & Pittsburgh Railway.

579 cancels 538 582	A—1082 cancels 3797 A—981	Dec. 8-12	Iron and steel articles, Buffalo, N.Y., to points on the G.T.R.

Baltimore and Ohio Railroad.

Sup. 9 851	———	Dec. 30-12	Billets, Pig Iron, etc. B. & O. stations to points in Canada.

Pennsylvania Company.

Sup. 11 F 48	———	Jan. 1-13	Class and Commodity tariff P. R. R. stations west of Pittsburgh to points in Canada.

Chicago, Peoria and St. Louis Railway.

15 cancels 13	7039 F cancels 7039 E	Dec. 16-12	Class and Commodity from C. P. and St. L. stations to points in Canada.

Cleveland, Cincinnati, Chicago and St. Louis Railway.

309 cancels 272	1475-1 cancels 1475-H	Jan. 1-13	Iron and Steel articles C. C. C. and St. L. stations to points in Canada.

Pere Marquette Railroad.

Sup. 20 1365	Sup. 20 3428	Nov. 13-12	Commodities between stations in Canada Reissue. Reduction.

Baltimore and Ohio Railroad.

Sup. 10 985	———	Dec. 15-12	Iron and Steel B. & O. stations to points in Canada. Reduction.

Lake Shore & Michigan Southern Railroad.

Sup. 19 225	———	Jan. 1-13	Iron and Steel, L.S. & M.S. stations to points in Canada.

Pennsylvania Railroad.

508 G.O. cancels 46 G.O.	———	Dec. 15-12	Pipe Iron and Steel P.R.R. stations to Guelph, Ont.

Gone Up In Factory Smoke--



85 cents of Every Dollar

A DOLLAR paid for coal buys only 15 cents worth of effective power.

The user of steam power gets no return on 85 cents which "goes up the chimney" as smoke, waste heat and "lost" power.

Here then is a fearful loss—a loss representing nearly the total power-cost.

A loss the user of

Hydro-Electric

power knows nothing about.

He pays only for the power he uses—not a cent for steam and coal that go to waste.

Use electric power and save steam power losses.

To the electric power user Hydro-Electric power offers the greatest possible economy.

Hydro-Electric power offers the economy that an efficient power service provides—no lost time through power failure—and the lowest rates to be had.

And Hydro-Electric power means lower rates for years to come, for as the consumption of Hydro-Electric power increases, the cost will decrease.

Phone the Hydro-Electric Shop and Have a Power Expert Call and Help You Settle Your Power Problems

Toronto Hydro-Electric System

Adelaide 2121

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

477. **Handles.**—A Liverpool firm would be glad to hear from Canadian manufacturers of wood handles.

478. **Agencies.**—A South African who has travelled over the whole of the country, including Southern Rhodesia (except Natal) desires selling agencies for Canadian manufactured goods of all kinds, suitable for that territory.

479. **Representative.**—A gentleman returning to South Africa is open to connect with Canadian houses desiring resident agent with office in each centre. Advertiser has exceptional knowledge of the country and good connection with general store trade, chemists and the mines.

480. **School and Church Furniture.**—A South African firm of manufacturers' agents desires to be placed in touch with Canadian manufacturers and exporters of school and church furniture and chairs for halls.

481. **Linseed Oil Cakes.**—A Manchester produce firm now handling cattle foodstuffs of all kinds, seeks correspondence with manufacturers of linseed oil cake.

482. **Lumber.**—A Lancashire firm makes enquiry for the names of Canadian firms able to supply short-end lumber in 500 and 1,000 ton lots, suitable for the box-making trade.

483. **Oatmeal, Oats, and Linseed Oil Cakes.**—An Irish firm desire to be placed in communication with Canadian millers of oatmeal; also with exporters of oats and crushers of linseed oil cakes in the Dominion.

484. **Graphite.**—A Hamburg, Germany, correspondent advises that he is heavily interested in the importation of Graphite.

485. **Waste Metals, Wool, and Cotton.**—A Hamburg correspondent advises that he is interested in the importation of Waste Metals, Wool, and Cotton.

486. **Bicycles, etc.**—A British Guiana correspondent states that he is seeking Agencies for Canadian firms in Bicycles, Groceries, Hardware, Earthenware, Dry Goods, Stationery, Typewriters, Safety Razors, Agricultural and other Implements.

487. **Agency.**—A Capetown correspondent desires to obtain agencies for Canadian manufacturers of Condensed Milk, Flour, Cheese and Canned Goods.

488. **Mahogany Furniture.**—A New Brunswick correspondent desires to obtain the names of Canadian manufacturers of Solid Mahogany Furniture.

489. **Compo Board.**—A British correspondent desires to know if Compo Board is manufactured in Canada. He forwards samp'es which consist of pine veneered with a single layer of pulp board.

490. **Resin.**—A British Columbia correspondent desires to know if Resin is manufactured in Canada. Those interested please advise.

AMONG THE INDUSTRIES

E. W. Ball, Weston, Ont., is erecting a store in Toronto.

The Pembroke Box Co., will erect a factory in Pembroke, Ont.

A $6,000 warehouse is being erected by W. Walker & Sons, Toronto, Ont.

The Murray Printing Co., Toronto, Ont., will erect printing offices on Queen Street.

A garage, costing $3,000, is being erected by the Canada Metal Co., Toronto, Ont.

Extensions are being made to the factory of the Dominion Canners, Ltd., Bridgetown, Ont.

A flour and grist mill, to cost $8,000, is being erected by Chas. Reckin in Wiarton, Ont.

An $18,000 billiard saloon is being constructed by Foley & Pickel in North Battleford, Sask.

The Ford Motor Co., Walkerville, Ont., is erecting a garage and repair shops in Humberstone, Ont.

A hotel, costing $100,000, is being erected in North Battleford, Sask., for A. Brehant (solicitor).

Underhill, Ltd., Barrie, Ont., are making alterations and extensions to thehir boot and shoe factory.

The Acme Glove Company of Three Rivers, Que., are making an extension to their glove factory.

A two-storey woollen mill is being built in Moncton, N.B., by Humphrey's Unshrinkable Underwear, Limited.

Apartments, stores and offices, costing $450,000, are being erected in Montreal, Que., for U. H. Dandurand.

An addition of two storeys is being made to the Algonquin Hotel, St. Andrews, N.B., fir the Canadian Pacific Railway.

The Otis-Fenson Elevator Co. are erecting a pattern building and making an addition to their foundry, which will cost $15,000, in Hamilton.

Geo. Reid is erecting a public garage in Walkerville, Ont.

The Conger Coal Co. is erecting a $5,000 office building in West Toronto, Ont.

The largest cement plant in Canada is now being erected in Marlboro, Alta., at a cost of $650,000. The plant will have an output of 1,500 barrels of cement daily.

The Maple Leaf Milling Company are erecting a flour mill with a capacity of 3,000 barrels per day and an elevator of 300,000 bushels capacity in Medicine Hat, Alta.

The Horwood Lumber Company are constructing a pulp mill and dam, costing $100,0000, in St. Johns, Newfoundland. The mill will run three grinders and have a capacity of 24 tons per day.

The Finger-post

guides you along your path to the desired goal. Advertising Cards, Posters and Hangers are business finger-posts. They tell the public what goods they should buy and where they should buy them. The best known brands of foods, clothing, underwear, candies and soaps have been fixed in the minds of the public through bill-board and show-card advertising.

ARE YOUR BRANDS KNOWN?

Let us show you how you can make them familiar to consumers wherever they exist. Our business is to produce lithographed goods that will bring results. What we have done for others we can do for you. Write us.

The
Hough Lithographing Co.
LIMITED

96-104 Spadina Ave. Toronto
Montreal Winnipeg

Makers of Calendars, Art Panels, Show Cards, Window Trims, Cutouts, Posters, Counter Cards, Car Cards, Booklets, Folders, Inserts, Stationery, Cheques, Labels, Wrappers and all kinds of Advertising Novelties.



TOOL ROOM PARTITIONS



Machinery Guards

Window Guards :

AND

Wire Work : : :

OF EVERY DESCRIPTION

WIRE ROPE : :

ROPE FITTINGS

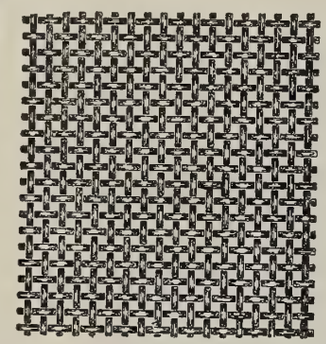
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THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

Canada Wire & Iron Goods Co.

HAMILTON - - CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Bank and Office Grilles and Ornamental Iron Work in all finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Laboratory Testing Sieves, Steel Factory Stools and Metal Lockers.

Send for Catalogue — Enquiries Solicited

Second-Hand Machinery

One 150 H. P. PRODUCER ENGINE
Can be changed to natural gas.
Four 50 K. W. GENERATORS
One 50 H.P. PRODUCER ENGINE
Direct connected to 110-Volt Generator.
One 12 x 12 AIR COMPRESSOR. Belt Driven. Fair condition.
One 3vs 3 Cylinder Milwaukee Brake & Electric Co. AIR COMPRESSOR, 150 cu. ft. (Now running.)
Two Sturtevant 54" HEATING SYSTEMS, complete. Two 3-ton MOTOR TRUCKS.

The Canadian Fairbanks-Morse Co., Limited
1379 Bloor Street West, Toronto

MANUFACTURERS' ACCOUNTANT.

Mr. E. M. Fraser, a competent accountant and auditor, formerly of Glasgow, Scotland, has opened an office at 8 Manning Arcade, 24 King St. W., Toronto, and would like to get in touch with manufacturers who contemplate installing cost systems, or who have their books audited monthly. Phone, Adelaide 3062.

AGENCIES WANTED.

Manufacturers with lines to offer on a commission basis, in connection with the Grocery and Hardware trade (both retail and wholesale), also the Bakery trade, kindly write giving full particulars to D. A. Hyslop, Manufacturers Agent, Suite 203 Riggs-Selman Building, 319 W. Pender Street, Vancouver, B.C.

Cowans, Ltd., of Toronto, Ont., are erecting a factory.

A garage costing $4,000 is being erected by M. A. Craft, Toronto, Ont.

A syndicate is erecting a sash and door factory in Port Alberni, B.C.

The American Auto Trimming Co., are erecting a factory in Walkerville, Ont.

The Smart Bag Co., Winnipeg, Man., intend enlarging their present plant.

Additions are being made to the foundry of the Erie Iron Works, St. Thomas, Ont.

The Redcliffe Rolling Mills and Bolt Co. are erecting a plant in Redcliffe, Alta.

Six stores and a picture theatre are being built in Regina, Sask., by R. A. Carman.

W. A. Kirkland, Toronto, Ont., is erecting a store and residence costing $4,000.

An office building will be erected by the Scottish Loan Company in Winnipeg, Man.

The Royal Bank of Canada is erecting an office building, costing $100,000, in Moosejaw, Sask.

A flour mill is being erected in Moosejaw, Sask., for the Union Mills Co., Minneapolis, Minn.

L. C. Carey, of Sackille, N.B., will rebuild his laundry, which was recently destroyed by fire.

The Merchants Bank of Canada are erecting a two-story office building in Walkerville, Ont.

The Canadian Pacific Railway are making extensions to their office building in St. John, N.B.

A factory costing $70,000, is being erected in New Hamburg, Ont., for the Silversmiths Co., Ltd.

Stores and apartments costing $15,000 are being constructed in Victoria, B.C., for Wm. S. Maner.

The Anthony Fence Company, of Walkerille, Ont., have sold their old factory and will erect a new one.

A paint shop is being erected in Toronto, Ont., for the Canadian Rumley Co., which will cost $15,000.

The Globe Securities, London, Eng., will erect a 12-story office building, costing $1,000,000, in Winnipeg, Man.

The Humber Beach Hotel Co., Toronto, Ont., will erect a hotel on site of former building, destroyed by fire.

Additions which will cost $15,000, are being made to the factory of the Saskatchewan Glass Supply Co., Moosejaw, Sask.

B. F. Ackerman, Peterboro, Ont., contemplates erecting a wholesale distributing warehouse for harness and horse clothing business, in Red Deer, Alta.

ASBESTOS
Corrugated Sheathing

ASBESTOS Corrugated Sheathing is made of the best Portland Cement and Asbestos, in the same shape as Corrugated Iron, but much thicker.

Each sheet is formed separately between dies, under enormous pressure. This ensures a perfect pattern in the Corrugations, and so compacts the cement and asbestos that the sheathing is extremely hard tough and weatherproof.

Asbestos Corrugated Sheathing is very extensively used both for roofing and siding, on Elevators, Freight Sheds, Mills, Warehouses, Rinks—in fact, wherever Corrugated Iron has been used formerly.

Asbestos Corrugated Sheathing is superior to corrugated iron in that it cannot rust, never requires paint, and is indestructible by fire, the elements, or even by the fumes or acid vapors commonly found in manufacturing establishments.

Made in standard lengths of 4, 5, 6, 7, 8 and 10 feet, with Corrugations of 2½-inch pitch.

WRITE FOR PRICES AND FULL PARTICULARS TO

Asbestos Manufacturing Co., Limited

Address:
E. T. Bank Bldg., Montreal

Factory at
Lachine, Que. (near Montreal)

NOTICE

The following are the Factory Inspectors for the Province of Ontario:

JAS. T. BURKE, Chief Inspector, Parliament Buildings, Toronto.
H. A. CLARK, 432 Woodman Avenue, London.
A. W. HOLMES, Parliament Buildings, Toronto.
ROBERT HUNGERFORD, Parliament Buildings, Toronto.
MISS MARGARET CARLYLE, Parliament Buildings, Toronto.
MRS. A. BROWN, Parliament Buildings, Toronto.
THOMAS KEILTX, 25 Russell Avenue, Ottawa.
S. J. MALLION, 214 Wellington Street, Stratford.
FRED KELLOND, 157 Wellington Street South, Hamilton.
H. J. TUTT, 13 Enderby Road East, Toronto.

Persons having business with any of the Inspectors will find them at the above address. **HON. JAS. S. DUFF,** Minister of Agriculture. Phone Main 5800.

NOTICE

to

Stationary Engineers

Everyone operating a Stationary steam plant of 50 h.p. or over in the Province of Ontario must hold a Certificate from the Stationary Engineers' Board. Anyone operating such a plant without a Certificate is liable to the penalties set forth in the Stationary Engineers' Act.

HON. JAS. S. DUFF — Minister of Agriculture
W. C. McGHIE — Chairman of the Board

ARE YOUR STEAM PIPES INSULATED?

IF NOT YOU ARE BURNING MONEY

A **GOOD** Covering pays for itself in one Season, and is a revenue producer indefinitely.
The Best is the Cheapest. **☞WE HAVE IT.**

EUREKA MINERAL WOOL & ASBESTOS COMPANY

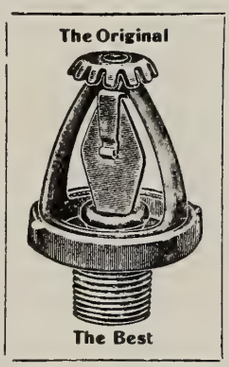
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PURDY, MANSELL LIMITED
TORONTO

Cut your Insurance in half by having us instal an

Automatic Fire Sprinkler System

throughout your Factory, Store or Warehouse.



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Correspondence Solicited

Are You Sure Your Electrical Wiring is Safe?

There is but one absolutely safe method of wiring. Instal a CONDUIT SYSTEM, it will eliminate all risk of Fire.

"Galvaduct" & "Loricated" "Conduits"

HAVE NO EQUALS

Conduits Company Limited
TORONTO *MONTREAL*

Additions will be made to the Revere Hotel, Hamilton, Ont.

F. H. Leslie, Niagara Falls, Ont., is erecting a $5,000 printing plant.

A porcelain plant, costing $200,000, is to be erected in Hamilton, Ont.

A grist and flour mill is being built in Tilbury, Ont., for Samuel Mather.

The Bell Telephone Co. are erecting a storage building in London, Ont.

Ald. Bushby, Nanaimo, B.C., is erecting a three-story hotel costing $25,000.

The T. Eaton Co., Toronto, Ont., are erecting a garage costing $8,000.

A new wholesale grocery and fruit house is to be erected in Brandon, Man.

A storage shed is being erected for the Breen Motor Co., Winnipeg, Man.

Mr. John McClelland is establishing an implement factory in Red Deer, Alta.

It is rumored that R. Wilson, Montreal, Que., will erect a four-story shoe factory.

The Knights of Columbia will erect a private hotel, costing $60,000, in Toronto, Ont.

A branch of the Merchants Bank of Canada is being erected in Redcliff, Alta.

Additions are being made to the factory of the Caste Cigar Co., London, Ont.

The Standard Clay Products Co., Limited, St. John's, Que., are erecting a $250,000 factory.

The Fritz Steiner Brewing & Malting Co., Nelson, B.C., are erecting a brewery costing $50,000.

A $40,000 store and office building is being erected in Port Arthur, Ont., by the Alberta Land Co.

The Merchants Bank of Canada is erecting an eight-story office building in Ottawa, Ont.

The Galt Shoe Manufacturing Co., Galt, Ont., will make a $15,000 addition to their plant.

The Porcupine Gold Mining Co., head office New York, N.Y., are erecting a cyanide plant, costing $20,000, in Cobalt, Ont.

A drain-pipe factory, which will cost $200,000, is being constructed in St. John's, Que., for the Standard Drain & Pipe Co.

The Huber Manufacturing Co., Marion, Ohio, will erect an implement warehouse and offices costing $60,000 in Regina, Sask.

The William Galloway Co., Waterloo, Iowa, U.S.A., has purchased a site and will erect an agricultural implement plant in St. Boniface, Man.

KAHN SYSTEM

PRODUCTS

We especially announce that we are prepared to manufacture

STEEL SPRINGS OF ALL KINDS

We respectfully solicit your enquiries.

Give us an opportunity to quote on your requirements. We are also prepared to supply

Kahn Steel Expansion Joints

for concrete roadways.

Other Kahn System Products include Kahn Truss Bars, Rib Bars, Hy-rib, Rib Metal, for reinforcing concrete; and Truss Con-Chemical Products for waterproofing and finishing concrete.—Also Kahn Steel Sash.



Factory --Gutta Percha Rubber Mfg. Co., O'Hara Ave., Toronto
—JENNINGS & ROSS, Contractors
Interior view of Kahn System Building, reinforced concrete throughout.
Note long spans and large expanse of unobstructed floor space.
Our Steel Sash used throughout---all floors extremely well lighted.

Trussed Concrete Steel Company of Canada Limited

Head Office and Works: Walkerville

Branches: TORONTO MONTREAL WINNIPEG VANCOUVER

THE CANADIAN BANK OF COMMERCE

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L.
President.

ALEXANDER LAIRD, General Manager.
JOHN AIRD, Assistant General Manager.

Capital, - - - $15,000,000
Rest - - - $12,500,000

FOREIGN BUSINESS

This Bank offers unsurpassed facilities to those doing business with foreign countries. It is specially equipped for the purchase and sale of Sterling and other Foreign Exchange Drafts and Cable Transfers and for the financing of imports and exports of merchandise.

Commercial credits, Foreign Drafts, Money Orders, Travellers' Cheques and Letters o Credit issued, available in all parts of the world

Collections effected promptly at reasonable rates.

THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Authorized . . . $25,000,000
Capital Paid up $11,500,000
Reserve & Undivided Profits $13,000,000
Total Assets $175,000,000

HEAD OFFICE, MONTREAL

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C. E. Neill and F. J. Sherman, Asst. Gen.-Managers
W. B. Torrance, Supt. of Branches

Branches in every Province of the Dominion of Canada and in Newfoundland; in Havana and throughout Cuba, Porto Rico and Dominican Republic; Bahamas, Nassau; Barbados, Bridgetown; Jamaica, Kingston; Trinidad, Port of Spain and San Fernando.

LONDON, ENG., OFFICE—Princes St., E.C.

NEW YORK AGENCY — Corner William and Cedar Sts.

Savings Department at All Branches

The Anchor Manufacturing Co. will erect a factory in Preston, Ont.

N. L. Armstrong, Regina, Sask., is erecting stores and apartments costing $35,000.

J. Birchenough, Montreal, Que., is erecting a ten-story store and office building.

A ten-story office building is being erected by Joseph Versailles in Montreal, Que.

The hotel of the Canadian Cottons, Limited, Marysville, N.B., is being remodelled.

The Union Bag & Paper Co., Montreal, Que., will erect a factory at Cap de la Madeleine, Que.

A store and office building, costing $55,000, is being erected in Vancouver, B.C., by Jas. Borland.

The Bank of British North America will erect a three-story office building in St. John, N.B.

The Dominion Bank have purchased a site for the erection of an office building in Vancouver, B.C.

J. W. Gibb, Vancouver, B.C., is erecting a five-story warehouse, costing $75,0000, in Vancouver, B.C.

The Merchants Bank of Canada are remodelling their bank and office building in St. John, N.B.

A two-story ice-cream factory, costing $10,000, is being erected in Hamilton, Ont., by Burke Bros.

The Grand Trunk Pacific Railway will erect a nine-story hotel, costing $1,000,000, in Regina, Sask.

The Union Bank of Canada have purchased a site for an office building in Vancouver, B.C.

Messrs. Butler, Stuart, Campbell & Craddock, Victoria, B.C., are erecting a hotel costing $60,000.

The Geo. White & Sons Co., Limited, will erect an addition to their present plant in London, Ont.

A three-story addition is being made to the boot factory of the Berlin Felt Boot Co., Berlin, Ont.

A bank building, costing $30,000, will be erected by the Canadian Bank of Commerce, in Taber, Alta.

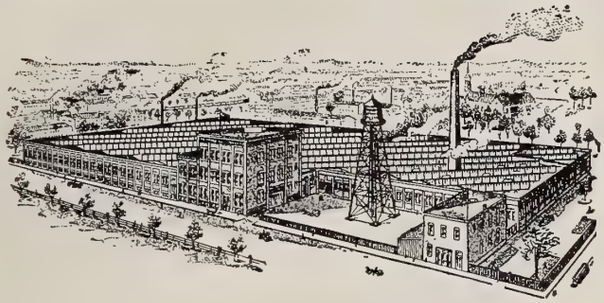
P. Shulman, Toronto, Ont., will erect seven stores and apartments, costing $14,000, on Queen Street West.

The Bemis Bag Co., Boston, Mass., has purchased a site for the erection of a cotton bag factory in Welland, Ont.

It is stated that Mr. Felix Frank, Prince Albert, Sask., will erect a factory to produce nitrogenous fertilizers and other chemical substances, which would employ 2,000 workmen.

The shareholders of the Alberta Rolling Mills Company have increased the capital stock from $150,000 to $500,000. The increase will be used to make further additions to the present plant.

The Home of Mitchell Chandeliers



The Largest Designers and Manufacturers of Brass Goods in Canada

Think of Mitchell

When You Are In Need Of Anything In

Brass or Bronze

Bank & Office Fixtures, Chandeliers, Grilles, Wickets, Brass Railing, Memorial Tablets, Railway and Street Car Trimmings. Anything Special in Brass or Bronze

The Robert Mitchell Co. LIMITED

MONTREAL



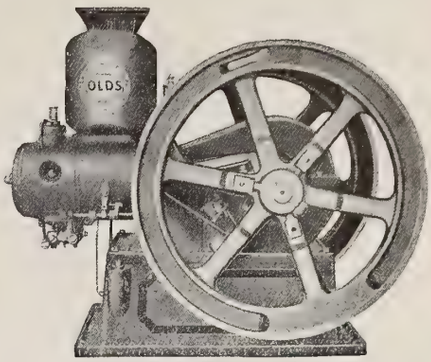
FIRE EXTINGUISHERS

EVERY manufacturing plant should be equipped with our CHEMICAL FIRE EXTINGUISHERS.

Your insurance agent can tell you the exact amount our "IMPERIAL" Extinguishers will save you.

THE BOOTH-COULTER COPPER & BRASS CO. LIMITED

TORONTO



THE "OLDS" IS A QUALITY ENGINE

The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled, and lined with genuine anti-friction Babbitt metal.

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
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REGINA
SASKATOON
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"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

GEORGE SERVICE JOHN L. WOOD

WOOD AND SERVICE

CONSTRUCTION ENGINEERS
79 Adelaide St. East - TORONTO

Industrial Plants—Plans, Estimates, Superintendence, Inspection.
Consulting Engineers for the **National Iron Works Limited, Steel and Radiation Limited, Etc.**

The City Creamery Co., Winnipeg, Man., is erecting a creamery.

Samuel Shapiro, Welland, Ont., is erecting a hotel costing $75,000.

A $7,000 garage is being erected in Toronto by Messrs. Deeth & Sons.

The John Agnew Co., Stratford, Ont., are remodelling their shoe store.

The Bank of Ottawa is erecting an office building in Sudbury, Ont.

A $30,000 hotel is being erected in Rivers, Man., by N. Nicholson.

M. Lavut & Son is erecting stores costing $18,000 in Montreal, Que.

W. J. Palmer, Brussels, Ont., is erecting a saw mill in Mowat, Ont.

A $15,000 warehouse will be erected in Regina, Sask., for the Garden City Feeder Co.

Alterations are being made to the Trust & Guarantee Company's store, Toronto, Ont.

Stores and apartments costing $20,000 will be erected in Saskatoon, Sask., by Mr. Innes.

A store and apartments, costing $40,000, is being erected by E. J. Ryan, Vancouver, B.C.

A two-story office building is being erected in Toronto, Ont., by the Metropolitan Bank.

A $70,000 factory is being erected in New Hamburg, Ont., by the Silversmiths Co., Limited.

Extensions are being made to the factory of Cornwall & York Cotton Mills Co., St. John, N.B.

The Northern Rubber Co., Ltd., Cleveland, Ohio, contemplate establishing a factory in Wiarton, Ont.

The Canada Catering Co., Winnipeg Man., is erecting a dairy lunch room, costing $15,000, in Saskatoon, Sask.

The Northern Crown Bank has purchased a site in Moose Jaw, Sask., on which a large block will be built.

The General Chemical Products & Explosives Co. will erect a manufacturing plant in Three Rivers, Que.

It is stated that Allan, Killam & McKay, of Winnipeg, will erect a large office building in Edmonton, Alta.

Woodland Dairy, Limited, of Edmonton, Alta., has recently been incorporated with an authorized capital of $100,000.

The Martin Tractor Co., Indianapolis, Ind., will erect a motor tractor factory in Ottawa, Ont., which will manufacture motor tractors, garbage wagons, etc.

Messrs. Walter Baker Company, Limited, will erect an eight-story factory, costing $50,000, in Montreal, Que.

The Economical Fire Insurance Company have secured a site and will erect an office building in Berlin, Ont.

JONQUIERE PULP COMPANY

—Manufacturers of—

PAPER

News Print
Manilla Paper

CARDBOARD

Tag
Card Middles
Patent White Coated
Colored Folding
Heavy Manillas
Wood Board
Sheathing
Special Cardboard

WOOD PULP

Ground Wood
Sulphite

LUMBER

Rough and Dressed
Spruce of all kinds

We Aim to Please
Correspondence Solicited

Mills—JONQUIERE, Que.

We may know more about your varnish problems than you do

That's not conceit.

It's not a criticism of you.

It's simply a fact that grows out of our business experience.

Varnish problems are the whole of our business, they're but a part of yours.

No doubt in dozens of other shops we've run against the very things that are bothering you — and solved them years ago.

Or you may not think you have any problems. You may be content with results that we know are not up to the standard that is possible.

It will repay you to find out just what we do know. Write to-day.

BERRY BROTHERS, Limited
ESTABLISHED 1858
WALKERVILLE, ONT.







The Western Life Assurance Co. has opened a branch office at Calgary, Alta.

The McKay block, Truro, N.S., has been wiped out by fire. The loss is $40,000.

The Consumers' Cordage Company, Montreal, Que., have been destroyed by fire. The loss is $300,000.

H. C. Struchen, of Minneapolis, Minn., will establish a $250,000 paper mill in Prince Albert, Sask.

Mr. J. White, of Toronto, Ont., has purchased the plant of the Guelph Rendering Co., Guelph, Ont.

Allan, Killam & McKay, Winnipeg, Man., will erect a six-story office building costing $250,000 in Edmonton, Alta.

It is stated that the Canadian Fairbanks, Morse Co., Chicago, Ill., will establish a warehouse in Edmonton, Alta.

The Regina Flour Mill Co. will erect an elevator and a flour mill with a capacity of 2,000 barrels per day, in Regina, Sask.

The Seaman, Kent Co., manufacturers of hardwood flooring, intend to double the capacity of their Fort William plant early next year.

A company has been formed to manufacture gas-electric cars, and it is stated they will erect a car manufacturing plant in Guelph, Ont.

Two general stores at Hanley, Sask., have been completely destroyed by fire, while other buildings were badly scorched. The loss is estimated at $50,000.

The Hudson Bay Co., Edmonton, Alta., are making a six-story addition, costing $125,000, to their store. They are also erecting a $70,000 warehouse.

A company with a capital of $100,000 has recently been incorporated in Sydney, N.S., to establish a boot, shoe, and finished leather industry in that city.

W. Henry, Chicago, Ill., is taking over the plant of the London Foundry Co., of London, Ont., and will manufacture the Mitchell auto in London. Extensions will be made.

The new Simms brush factory near Fairville, N.B., has been completed and the plant is being installed. The company hope to have it in operation before the middle of December.

The ratepayers of North Battleford, Sask., have purchased $40,000 worth of stock of the Laurentia Milk Company, thus securing a factory, together with the head office of the company at this place.

Warren Overpack has purchased the Purmal Brick Company's plant, Medicine Hat, Alta., and will greatly increase its capacity by extending and installing new machinery. When completed it will have a capacity of 100,000 bricks per day.

The Canadian Porcelain Co., Limited, has been incorporated, with a capital stock of $300,000, to manufacture vitrified white porcelain for electrical and other purposes. They have purchased a site in Hamilton, Ont., and will erect a plant.

CONTENTS

	PAGE
Editorials	841
Executive Council Proceedings. By G. M. Murray	846
Our Government Railways. By Francis A. Carman	849
The New Hope of the West. By N. P. Lambert.	851
German Banks and Manufacturers	854
Movement of Rural Population in Nova Scotia. By Rudolf A. Clemen	856
Industrial Growth of Hamilton. By H. H. Marsh	858
Industrial Education	860
Transportation. By J. E. Walsh	862
Insurance. By E. P. Heaton	863
Customs. By J. R. K. Bristol	864
Legal Notes. By F. W. Wegenast	865
Fire Losses	866
Quebec Branch Meeting	850
Latest Census Returns	867
Quebec Legislation. By H. T. Meldrum	870
"Why Is It?"	870a
Changes in the Freight Rates	870b
Trade Enquiries	870i
Among the Industries	870k

Index to Display Advertisements on next page

HAMILTON BRIDGE WORKS COMPANY LIMITED

HAMILTON - CANADA

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES AND BUILDINGS

FOR FACTORIES, OFFICES, WAREHOUSES, POWER STATIONS, MILL BUILDINGS OR ANY OTHER PURPOSES
FOR STEAM RAILWAYS, ELECTRIC RAILWAYS, HIGHWAYS, Etc., Etc.



New Transportation Building, Canadian National Exhibition.

INDEX TO DISPLAY ADVERTISEMENTS

American Can Co. 828
Asbestos Mfg. Co., Limited 818
Atkins, E. C. Saw Co. 876
Ault & Wiborg Co. of Canada, Limited 814

Banfield, W. H. & Sons 901
Bank of Ottawa 796
Beath, W. D. & Son, Limited 887
Beatty, M. & Sons, Limited 812
Berlin Machine Works, Limited 807, 870g
Berry Bros. 875
Bertram, John & Sons Co., Limited 808
Boeckh Bros. Co., Limited 870h
Boiler Inspection & Insurance Co. of Canada .. 831
Booth-Coulter Copper & Brass Co., Limited .. 873
Bradstreets 901
Brandon 8701
Brigdens, Ltd. 837, 838
British American Oil Co., Ltd. .. Inside Front Cover
B.C. Mills Timber & Trading Co. 822

Calgary 870c
Canada Foundry Co., Limited 883
Canada Iron Corporation, Limited 830
Canada Machinery Corporation, Limited 825
Canada Metal Co., Limited 895
Canada Wire & Iron Goods Co. 870d
Canadian Appraisal Co., Limited 816
Canadian Bank of Commerce 795
Canadian Billings & Spencer, Limited 901
Canadian Boomer & Boschert Press Co., Ltd. 809
Canadian Bridge Co., Limited 885
Canadian Car and Foundry Co., Limited 815
Canadian Consolidated Rubber Co., Limited ....
Outside Back Cover
Canadian-Crocker Wheeler Co., Limited 786
Canadian Drawn Steel Co., Limited 809
Canadian Fairbanks-Morse Co., Limited .. 826, 870f
Canadian Hart Wheels, Limited 817
Canadian H. W. Johns-Manville Co., Ltd. .821, 829
Canadian Manufacturers Association 819, 820
Canadian Oil Companies, Ltd. .Inside Front Cover
Canadian Pacific Railway 893
Canadian Steel Foundries, Limited 815
Canadian Street Car Advertising Co., Limited 787
Canadian Sunbeam Lamp Co., Limited 832
Canadian Tube & Iron Co., Limited 902
Canadian Westinghouse Co., Limited 839
Chapman Double Ball Bearing Co. of Canada, Limited 836
Conduits Co., Limited 870b
Consolidated Mining & Smelting Co. of Canada, Limited 880
Coquitlam 801

Dart Union Co., Limited 813
Davidson, The Thos. Manufacturing Co., Ltd. 899
Dennis Wire & Iron Works Co., Limited 827
Dodge Mfg. Co., Limited 800
Dominion Abrasive Wheel Co., Limited 901
Dominion Creosoting Co., Limited 887
Dominion Express Co. 817
Dominion Paper Box Co., Limited 876
Dominion Steel Castings Co., Limited 885
Dominion Textile Co., Limited 879
Dougall Varnish Co., Limited .. Inside Back Cover

Eddy, E. B. Co., Limited 881
Elder, Dempster & Co. 891
Eureka Mineral Wool & Asbestos Co. 870g

Ford Motor Company of Canada, Limited 805
Franco-Canadian Welding Co. 880

Galt Malleable Iron Co., Limited 897
General Fire Equipment Co., Limited 895
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The 802
Goderich Organ Co., Limited, The 874
Goldie & McCulloch Co., Limited, The 806
Gourlay, Winter & Leeming 818
Gramm Motor Truck Co of Canada, Ltd., The .. 804
Graselli Chemical Co., Limited 902
Greening, The B. Wire Co., Limited 870k
Greey, Wm. & J. G. 840
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover

Hamilton Bridge Works Co., Limited 785
Hinde & Dauch Paper Co. 878
Hough Lithographing Co., Limited 872

Imperial Oil Co., Limited 899
Imperial Wire and Cable Co., Limited 870l
Inglis, John Co., Limited 824
International Engineering Co. 817
International Varnish Co., Limited 811

Jeffrey Manufacturing Co. 831
Jenckes Machine Co., Limited 840
Jones, J. L. Engraving Co., Limited 895
Jones & Moore Electric Co., Limited 829
Jonquiere Pulp Co 875

Kerr Engine Co., Limited, The 812

L'Air Liquide Society 870
Leonard, E., & Sons 823
London and Lancashire Fire Insurance Co., Ltd. 901
Lumen Bearing Co. 830
Lysaght, John, Limited ..... Inside Back Cover

Macey Office Equipment Co. 834
Manitoba Gypsum Co., Limited 874
Martin Corrugated Paper and Box Co., Limited. 814
Massey-Harris Co., Limited 873
McDougall, The R. Co., Limited 827
McLaren, D. K., Limited 805
McLaren, J. C., Belting Co., Limited 805
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 788, 789, 790, 791
Merchants Bank 794, 795
Merchants Mutual Steamship Co. 891
Metallic Roofing Co., Limited 870g
Metal Shingle and Siding Co., Limited 870j
Mitchell, Robt. Co., Limited 873
Montreal Lithographing Co., Limited 821
Morrow, John, Screw and Nut Co., Limited ... 832
Morton, Phillips & Co. 901

National Acme Manufacturing Co., The 871
National Machinery and Supply Co., Limited. 827
New Brunswick Pulp and Paper Co., Limited. 812
New Zealand Shipping Co., Limited 870d
Nichols Chemical Co., Limited, The 899
Nicholson File Co. 899
Northern Aluminum Co., Limited 870e
North ern Electric and Mfg. Co., Ltd. 870h
Nova Scotia Steel and Coal Co., Limited 833

Ontario Government Notices 870g
Ontario Wind Engine and Pump Co., Limited. 885
Ormsby, A. B., Limited 829
Otterville Mfg. Co., Limited 874

Page-Hersey Iron, Tube and Lead Co., Limited. 833
Packard Electric Co., Limited 834
Pedlar People 870e
Peerless Carbon and Ribbon Manufacturing Co., Limited 813
Penman's Limited 831
Phillips, Eugene F., Electrical Works, Limited. 897
Pickford & Black Steamship Co., Limited 891
Pinchin, Johnson & Co. (Canada) Limited 811
Polson Iron Works, Limited 897
Pratt & Letchworth Co., Ltd. .... Inside Front Cover
Purdy, Mansell Limited 870b

Regina 799
Regina Storage and Forwarding Co., Limited. 813
Rhodes, Curry Company, Limited 815
Riordan Paper Co., Limited 835
Ritchie & Ramsay, Limited 835
Rockwood Sprinkler Co. of Canada, Limited. 810
Roland Paper Co., Limited, The 835
Royal Bank of Canada 795, 797
Russell Motor Car Co., Limited 803

Scarfe & Co. 812
Sheldons, Limited 821
Shipping World 8701
Smart-Woods Limited 798
Smith, Howard Paper Mills, Limited 836
Steel Co. of Canada, Limited 877
Structural Steel Company, Limited 885

Tallman Brass and Metal Co. 816
Thomson, Tilley & Johnston 897
Thompson & Norris Co. of Canada, Limited .. Outside Back Cover
Trussed Concrete Steel Co. of Canada, Limited. 870f

Union Bank 792, 793
Union Drawn Steel Co. Limited 809
United Typewriter Co., Limited 870f

Vogel Co. of Canada, Limited 830

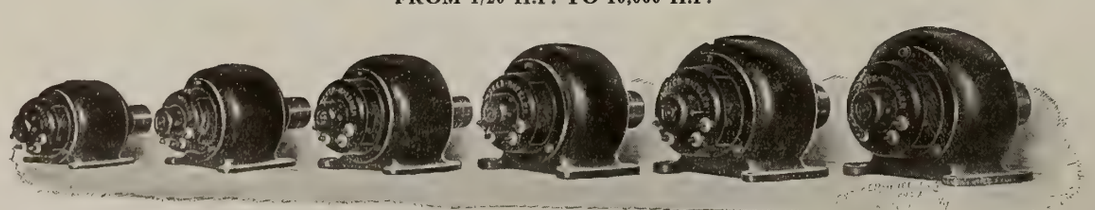
Walker, Hiram & Sons 889
Waterous Engine Works Co., Limited 823
Winnipeg 799
Wood & Service 874

CROCKER-WHEELER

ELECTRICAL APPARATUS

Motors, Generators, Transformers

FROM 1/20 H.P. TO 10,000 H.P.



The Celebrated Form "L" Line 1/20 to 7½ Horse Power

Canadian Crocker-Wheeler Co., Limited

MANUFACTURERS AND ELECTRICAL ENGINEERS

Head Office and Works, St. Catharines, Ontario

Branches: Montreal, Vancouver

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. XIII | TORONTO, JANUARY, 1913 | No. 6

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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The Sad Lot of the Grain Growers.

ALL ye who have tears to shed, prepare to shed them for the poor and oppressed pilgrims referred to in the following newspaper despatches during December:

Toronto Daily Star (Liberal): "Two more Grand Trunk special trains, consisting of eleven coaches each, carrying steamboat passengers, passed through Toronto this morning for Portland. The two trains came all the way from Edmonton, picking up passengers along the route who are returning to the Old Land to spend Christmas. The party, consisting of over five hundred, will sail on the *Teutonic* Saturday for Liverpool. The train ran solid direct from Edmonton to the ship's side, *via* the St. Paul and Chicago route."

Toronto World (Conservative): "At least fifty thousand wheat growers of Western Canada come east to spend their winters in the Province of Ontario. This was the estimate given the *World* by the passenger departments of the Canadian Pacific Railway and the Grand Trunk Railway. It was stated that this number of men, principally those who left Ontario for the West and wish to spend the winter with their relatives and friends, come from the West to this province before Christmas and stay here until about the first of March, when they return to the West to raise more wheat."

Are these the "trust-ridden" and "tariff-plundered" children of the prairies for whom certain Free Trade journals have been raising doleful moans and lamentations? How severe are their afflictions! Some are condemned to ride in parlor cars from Edmonton to Portland, and in steamer cabins from Portland to Merrie England. Hundreds are exiled to the gilded hotels of California and Florida. Others languish in the comfortable homes of old Ontario, cracking nuts by the fireside until spring calls them again to mine the treasures of the prairies during the summer months.

Compare their bitter lot with that of the "tariff baron," who can work all winter in his office, and who can stimulate his mind by calculating how he can fill orders and pay wages; or with the lot of the workman, who is able to swing gaily to his task six days a week all winter.

Truly, their lives are filled with sorrow and their drink with tears.

Mr. Gourlay on Manufacturing.

WRITING in the *Monetary Times*, Mr. R. S. Gourlay, President of the Canadian Manufacturers Association, points out that on the 31st of December, 1910, the total assets of Canadian banks amounted to $1,229,790,675, or about $16,000,000 less than the amount which in 1910 was invested in the industrial buildings, plants and operating capital of the manufacturing establishments of Canada. He also draws attention to the fact that the value of the

annual output of manufacturing establishments in 1910 was $1,164,775,532, while the value of the products from other sources of wealth amounted to only $800,000,000.

"The manufacturing plants of Canada," says Mr. Gourlay, "provide the most active and largest market for the farmer, the miner, the cattle raiser, the lumberman and the fisherman, so that without this home demand the returns from these sources of our own wealth would shrink in value very considerably."

Those who rashly fall in love with the theoretical and visionary benefits of reciprocity with the United States, or of increasing the British preference, should not forget that anything which strikes at the manufacturing interests of this country will be a vital blow to farmers, miners, fishermen and lumbermen, whose prosperity depends to a great extent on the prosperity of manufacturing.

Canada's Trade Reaches $991,786,674.

FOR the twelve months ending October, 1912, the aggregate trade of Canada amounted to $991,786,674. The imports of dutiable goods amounted to $404,163,959; of free goods, $211,456,015; and of coin and bullion, $16,290,174; making the total imports $631,910,148. We exported Canadian produce to the value of $327,548,856; foreign produce, $29,487,005; coin and bullion $11,840,665; total, 359,876,526.

These figures take no account of the great value of what is grown and manufactured and consumed in Canada. It is only the record of our foreign buying and selling. No nation but a rich nation could send so much money out for imports.

The Bank of Ottawa.

WITH assets valued at over $50,000,000 and a dividend declaration of 12 per cent., the Bank of Ottawa began the new year. The Bank's annual statement, presented by the President, Mr. David McLaren, showed satisfactory progress. Eight new branches were opened last year, and 3,578 shares of a five thousand share stock issue were subscribed for since September 3rd, in spite of the general scarcity of money.

The directors and shareholders are to be congratulated on the excellent showing of the Bank.

Coming of the Steel Company.

THE attention of Free Traders is directed to the statement, made by Chairman Gary of the United States Steel Corporation, that his company will establish a $20,000,000 plant in Sandwich, Ont.

What sent United States Steel into Canada? Why did not the Company keep its plant in the United States and ship its products into Canada?

The Canadian Customs Tariff forced the great corporation to spend money in Canada instead of taking it out.

If Free Trade between Canada and the United States existed, the Steel Company would build its $20,000,000 plant in the United States, would attract our raw material and workmen to that plant, would transform the raw material into finished products, which would be shipped into Canada, and would retain all the profits connected with the various processes of manufacturing.

Forced across the line by the duty, the Company will spend $20,000,000 in Canada, will bring to Canada many skilled workmen with their families, will give employment to hundreds of Canadians, will change Sandwich from a village to a city, will create a market for the produce of the surrounding farmers, and will sell "Made-in-Canada" goods to Canadian consumers.

Too much iron and steel manufactures are being imported. During the seven months ending with October, 1912, Canada imported for consumption iron and steel manufactures to the value of $79,469,103, of which $69,604,285 worth came from the United States, and $8,386,096 worth from Great Britain. This was an increase of $22,903,903 over the seven months ending with October, 1911.

Instead of advocating a reduction of duties on steel and iron manufactures, Free Traders should endeavour to persuade foreign and British companies, besides United States Steel, to establish branches in Canada.

British Ship-building.

AT present, 592 vessels, aggregating 2,366,371 tons, are under construction in Great Britain. This tonnage represents an increase of 25 per cent. over that of last year.

The Old Land still builds most of our ships. This should not be. We are not an inland people, unused to the ways of salt water. Compare our sea front with that of Germany, Holland or Norway. They are glad to have a window overlooking the North Sea, yet they build, equip and maintain great fleets of merchantmen. In time we should build all our ships.

The Merchants' Bank of Canada.

ON an average paid-up capital of $6,498,332 the Merchants' Bank of Canada earned last year $1,338,884. This is an accomplishment of which any financial institution may be proud. After paying a dividend of 10 per cent., the sum of $100,000 was written off Bank Premises, $50,000 was contributed to the Officers' Pension Fund, $450,000 was added to the Reserve Fund, and $148,718 was carried forward in the Profit and Loss Account. Thus it will be seen that the year's prosperity did not divert the directorate from the conservative and cautious policy which founded and has maintained this great bank.

Taxation in Ontario.

SIR JAMES WHITNEY has declared that he is firmly opposed to any radical change in the assessment system of the Province of Ontario, giving as his reason his belief that it is founded on conservative and safe principles of taxation, and that there is no demand for revision.

We would respectfully beg to remind the Premier that the Province of Ontario is the manufacturing centre of Canada. According to the latest figures of the census of 1910, published in December, the capital invested in manufacturing plants in Ontario amounted to $595,394,608; the number of people employed in these establishments was 238,817, earning wages totalling $117,645,784, and producing annually manufactured goods to the value of $579,810,225.

The Canadian Manufacturers Association represents the greater part of the manufacturing interests of Canada. To determine exactly what percentage it represents is impossible, because capital, investment and output are more important in such a calculation than the number of establishments, and, moreover, all four factors vary constantly. But, to say that the Association represents at least 50 per cent. and probably 70 per cent. of the manufacturing interests of this country, would be a conservative statement.



Uncle Sam. 'You are all right, my friend, but who is that behind your back?'

—Kirby, in the New York Evening Sun

Ontario includes about 60 per cent. of the entire membership of the Association, 1,700 of the oldest, largest and most successful manufacturing concerns of the Province being in its ranks.

In the city of Toronto, where there are about 900 factories, the Association has 712 members; and in 1910 the factories of Toronto produced $154,306,948 worth of goods.

After considering the above figures it would seem reasonable to suppose that anything that the Canadian Manufacturers Association should see fit to say on the subject of the taxation of property, especially the property of its 1,700 members in Ontario, should bear some weight.

It may be frankly admitted that the present assessment law of Ontario has some excellent features. The abolition in 1904 of the personal property tax must be regarded in the light of eight years' experience as entirely satisfactory. Incidentally, it may be observed that the abolition of the personal property tax was a recognition of the fact that other factors must be considered in taxation besides the ability of the tax-payer to pay or of the property to bear the burden. On the pure ground of practical expediency the ability-to-pay principle must submit to the exception of those forms of taxation the administration of which is accompanied by inquisitorial methods obnoxious to the general community and those forms of taxes which are subject to abuse by evasion and dishonesty. The abolition of the personal property tax marked the abandonment of the ability-to-pay principle as the exclusive standard of taxation.

How far will logic and experience carry us away from this principle of ability-to-pay? Theorists differ, and will probably always differ, in their answer to this question. The special committee of the Canadian Manufacturers Association which had the subject under consideration for several months came to the unanimous conclusion that public opinion and the experience of other jurisdictions justified and in fact demanded at least two further changes in the assessment system; the abolition of the business tax and the imposition of some form of tax upon unimproved land.

The committee which has had the matter in hand, and the Association which endorsed the committee's findings, and which represents the large bulk of the manufacturers of the Province of Ontario and, in fact, of the Dominion of Canada, scarcely expected that Sir James Whitney would brush aside their views and announce there was no general demand for a change. The opinions placed before the legislative committee on behalf of the Canadian Manufacturers Association represent not only a very reasonable demand but represent, we believe, the minimum which the public of the Province are disposed to accept in the way of a change in the assessment system. Further they met Sir James' objections, which are perfectly well founded, to a "checker-board" system. The advocates of the land tax system frankly admit that the "local option" feature of their proposition is merely a means towards an end. They hope, by having their theories tested in particular municipalities, to prove them adapted for application throughout

the Province. The Manufacturers Association has taken the position that it would be preferable to move by uniform legislation to introduce such changes as have been proven desirable. Whatever may be thought of the theories of those who advocate single tax, there is no denying that the agitation during the last number of years by exponents of these theories has created a public interest in the subject of taxation and in the economic effect of various forms of taxes never before equalled in the Province. The fact that the question has been made a political issue, while deplorable in one sense, has certainly added to the public interest. We have no hesitation in saying that if Sir James has been accurately reported as saying that there is no demand for radical changes, he has been ill-advised. We cannot believe that he will fail to find out his mistake or that he will be unwilling to correct it.

Mr. Borden on the Panama Canal.

MR. BORDEN assured the House of Commons in December that he had discussed the subject of Panama Canal tolls with Sir Edward Grey, British Secretary of State for Foreign Affairs, during the past summer, and had placed before him the views of the Government of Canada. The British protest has been formally lodged with the Government of the United States through the British Ambassador at Washington. Consequently, the attitude of Canada on the subject of Panama Canal tolls is included with that protest. In the meantime, the Department of Trade and Commerce is taking steps to secure, from boards of trade, shipping associations, railway companies, and other important interests of Canada, expressions of opinion as to the probable effects of the legislation proposed by the United States on Canadian commerce and industry.

The Union Bank.

DURING the past year forty-three branches and agencies of the Union Bank have been opened in Canada, thirty of these being in the Western Provinces, where the Bank is especially strong. This remarkable record is a vindication of those far-seeing gentlemen who directed their energy and ability to this great field when the signs of future prosperity were not yet revealed to the majority of the acute business men of Canada.

Besides being prepared to transact the business of the new Provinces when it came, the Bank was also in a position to grasp many valuable opportunities for investment. In eight and a half years the Bank's capital has increased from $2,500,000 to $5,000,000; the reserve fund from $1,000,000 to $3,300,000; and the assets from $20,602,000 to over $69,000,000. Yet in spite of this wonderful prosperity the directors are prepared to face the coming years with a policy which, though not lacking in enterprise, is essentially conservative and in accordance with the best banking principles.

Good Roads.

AFTER struggling for fifty years to perfect great railroad systems, the people of Canada are plunging with characteristic energy and courage into the even greater task of building national highways and improving the rural roads of the country. Although the Federal Bill, providing for the building of national highways, was defeated last year by the Senate, there is every indication that before long a similar measure will be passed.

In the meantime the work of improving roads is being vigorously carried on in the provinces. British Columbia spent nearly $15,000,000 during the last decade, and expects to spent the same amount during the next three years. Saskatchewan has made a special vote of $5,000,000 for trunk roads and has given a special vote of $1,000,000 for a centre north and south road. Manitoba spends $200,000 annually on the maintenance of important roads and assists the townships to improve the branch roads. Ontario spent over $1,000,000 in the northern part of the Province last year, while the local municipalities gave over $1,000,000 on statute labor and about $1,500,000 in cash towards the improvement of country roads. Quebec has borrowed $10,000,000 on forty-year bonds for the same purpose. New Brunswick spends $100,000; Nova Scotia, $250,000, and Prince Edward Island about $30,000 annually on roads.

Those who have travelled on the macadamized roads of England and on the wonderful state roads of New England and New York State, appreciate their value to any scheme of transportation. We hope that during the next fifty years a system of great national highways will have spread over Canada like a benevolent spider web, connecting the isolated settler with his market and his base of supplies.

The Hungry Guide.

ACCORDING to *Country Life in Canada,* the *Grain Growers' Guide,* the organ of the Grain Growers, is advising its readers to patronize the firms which advertise in its pages on the ground that, as the farmers pay all the cost of advertising in farm papers, they should direct this advertising to their own paper.

The theory that the farmer who buys an article pays the cost of advertising it is misleading. It is quite true that advertising is one of the items that must be included in the cost of production. But advertising has this distinctive feature: Its insertion in the bill of cost may reduce the total below the previous level.

A advertises. B does not. Outside of advertising, their costs of production are the same. Their products are equal in quality. A adds advertising to his cost and yet sells at or below B's price. The reason is that A sells five or ten times as much as B. The farmer who buys B's goods does not pay the cost of advertising, because B did not advertise. The farmer who buys A's goods at or below B's price surely does not pay the cost of advertising. The truth is that A's advertising pays for itself out

of the profits on the increased business it attracts from the competitors of A who do not advertise.

Speaking of advertising, we notice that the *Guide* is circularizing the members of the Canadian Manufacturers Association. During the last few months the *Guide* has frequently referred to the manufacturers as robbers who plunder the people of Canada under the protection of the Canadian Customs tariff. Surely the *Guide* will not accept the advertisements of robbers. If it does, how can it take the money of manufacturers (which it claims is principally compiled from "tribute" and is consequently tainted) in payment?

Importing "Skilled" Labor.

IT seems strange that a manufacturer who has built up a great industry must resign himself to injury and abuse from certain types of politicians and agitators. If he wishes to secure the services of skilled workers from Europe he treads a dangerous path. Good men usually prefer to remain with their firms. Ne'er-do-wells and rolling stones are glad of an opportunity to cross the Atlantic, especially at the Canadian employer's expense. They assure him that their abilities are very great and that their characters are very good. Their associates and employers often endorse their statements with a suspicious readiness which suggests that their presence is more desirable "in the colonies" than at home. When they arrive in the Canadian factory their incompetency too often becomes a stark fact. As the employer cannot afford to pay three or four dollars for a dollar's worth of work, he has to reduce their wages to the level of their earning capacity. They refuse his terms with indignation, and rush to union headquarters, complaining that their employer has broken faith because he will not pay the wages of competent men to incompetents. The labor leaders seek the convenient agitator, who in turn consults the politician or the sensational newspaper. The manufacturer is abused, insulted, and perhaps dragged into court to face charges which collapse at the first breath of defence.



A DEAD ROC

Sinbad Laurier: "I'd better cut loose. It will never carry me out of the valley"

What redress has he? The labor newspaper is too often judgment proof. The incompetents always get the sympathy of thoughtless people, and evidence produced in court may be published, even with the greatest headlines. Unless he can prove the existence of a conspiracy against him, he must suffer from it.

Conviction of the Dynamiters.

THE thirty-eight labor union officials, found guilty in December of complicity in the McNamara dynamite plots, which horrified the world, have learned that the people of the United States will not tolerate organized murder. The evidence produced at the trial proved that trade union funds had been used to destroy the property of contractors who refused to recognize the union. This was poor consolation to those Canadian workmen who, as members of an international union, sent part of their wages to pay the expense of defending men who have been found guilty of wholesale crime. The friends of law and order in all the civilized countries of the world will learn with gratitude of this significant warning which has been given by the courts of the United States to members of trade unions who attempt to gain their ends by criminal methods.

Why Immigrants Come to Canada.

HUNDREDS of thousands of immigrants are coming to Canada for two principal reasons: first, to take up land; and second, to work in factories. They follow the opportunity for employment. There is no limit of agricultural and industrial opportunities in Canada. For the next hundred years, farm lands will be available at reasonable prices; while factories and factory products will follow the pioneer. How fortunate is Canada, the country which possesses the two great attractions for immigrants!

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary, Canadian Manufacturers Association

One hundred new members were added to the ranks of the Association during December. The Auditor is cautious. Fire Prevention Campaign Flourishing.

THE outstanding feature of the December meeting of the Executive Council of the C.M.A. was the enrolment of 100 new members. Never since the palmy days of Tommy Russell and John Younge, when the flood-gates of persuasive oratory were let loose with such effective results, has there been such a wholesale enlisting of new recruits. The Membership Committee had certainly gone gunning with a vengeance, and the applause which greeted the presentation of their report showed how fully their efforts were appreciated.

While the Committee themselves are not saying much, the impression has got around that they have one or two more tricks to play on the Council before the year is out.

The Honor Roll for December is reproduced herewith in the hope that it will stimulate many another manufacturing concern to follow the good example set:

Antigonish, N.S.
- The Hygenic Fresh Milk Co., Ltd.

Brandon, Man.
- S. & H. Borbridge.
- The Brandon Brewing Co., Ltd.
- The Brandon Machine & Implement Works.
- Brandon Tannery.
- International Harvester Co. (E. B. Gass).
- Western Canada Flour Mills Co., Ltd. (John S. Maxwell).
- The Geo. White & Sons Co., Ltd. (John Vasbinder).

Calgary, Alta.
- The Western Tent & Mattress Co.

Chesley, Ont.
- Krug Bros. Co., Ltd.

Edmonton, Alta.
- International Harvester Co. (W. J. McCallum).

Estevan, Sask.
- International Harvester Co. (W. O. Lamb).

Hamilton, Ont.
- H. Barnard Co., Ltd.
- The Bell Thread Co., Ltd.
- Boston Insulated Wire & Cable Co.
- British Canadian Canners, Ltd.
- Consolidated Hardware Mfg. Co., Ltd.
- Canadian Knitting Co., Ltd.
- The Ford-Smith Machine Co.
- National Steel Car Co., Ltd.
- J. D. Patterson & Co.
- The Taylor Mfg. Co.

Jonquiere, Que.
- La Cie de Meubles de Jonquiere Ltee.

Lethbridge, Alta.
- The Lethbridge Brewing & Malting Co., Ltd.
- Lethbridge Iron Works Co., Ltd.

Levis, Que.
- Joseph Gosselin.

London, Ont.
- London Concrete Machinery Co., Ltd.
- Thomson Knitting Co.

Milton, Ont.
- Toronto Pressed Brick & Terra Cotta Co., Ltd.

Montmagny, Que.
- Usines Generales de Chars & de Machineries (Chas. A. Paquet, 2nd; Ernest Roy, 3rd).

Montmorency Falls, Que.
- Montmorency Lumber Co.

Montreal, Que.
- A-B Stove Co. of Canada, Ltd.
- Ames-Holden-McCready, Ltd. (W. V. Matthews).
- Argenteuil Granite Co., Ltd.
- Church & Dwight, Ltd.
- Edouard Fournier.
- The Montreal Upholstering Co.
- Sawyer Medicine Co.

Ottawa, Ont.
- Capital Wire Cloth Mfg. Co.

Quebec, Que.
- La Brasserie Champlain Ltee.
- La Compagnie de Briques, Ltee.
- The Donnacona Paper Co., Ltd.
- The Dorchester Electric Co.
- Elz. Fortier & Frere.
- Napoleon Gignac.
- Alfred Leloup.

Rock Island, Que.
- Butterfield & Co.

Saskatoon, Sask.
- Hoeschen-Wentzler Brewing Co., Ltd.
- Northern Planing Mills, Ltd.

Sherbrooke, Que.
- The Peerless Jewelry Co.

St. Boniface, Man.
- The Western Stone Co., Ltd.
- Winnipeg Steel Granary & Culvert Co., Ltd.

Toronto, Ont.
- Art Tailoring Co., Ltd.
- The Bateman-Wilkinson Co., Ltd.
- Dominion Feldspar, Ltd.
- Dominion Feldspar, Ltd. (Wm. Fountain, 2nd).
- Dufferin Shirt Co., Ltd.
- Quincy Adams Lumber Co., Ltd.
- The Hood-Sandham Co., Ltd.
- York Sand & Gravel, Ltd.

Vancouver, B.C.
- Compressed Gas Co., Ltd.
- B. C. Marine Railways Co., Ltd.

Westport, Ont.
- The Westport Mfg. & Plating Co., Ltd.

Winnipeg, Man.
- Alsip Brick, Tile & Lumber Co., Ltd.
- Beaver Soap Co., Ltd.
- The Jas. P. Brown Co.
- Canada Cement Co., Ltd. (W. P. S. Johnson).
- The Canadian Bag Company (H. Glass).
- The Canadian Fairbanks-Morse Co., Ltd. (C. J. Brittain).
- The Canadian Glove Co., Ltd.
- The Canadian H. W. Johns-Manville Co., Ltd. (M. C. Burgess).

The Carbon Oil Works, Ltd.
Clare Bros. & Co. (H. J. Clare).
J. D. Clark Billiard Co.
Commercial Cement Co., Ltd.
De Cew Co., Limited.
The Dominion Radiator Co., Ltd. (Walter J. Fulton).
The Echlin Manufacturing Co.
The Garry Manufacturing Co., Ltd.
Hardware Specialties, Ltd.
Imperial Oil Co. (H. J. Guthrie).
The Lawrie Wagon & Carriage Co.
Leon Costume Co.
Manitoba Pressed Brick Co., Ltd.
The Martel-Stewart Western Ltd.
W. R. Milton.
Northern Electric & Mfg. Co., Ltd. (H. J. Billing).
Northern Shirt Co.
O-rib-O Mfg. Co.
L. D. Percy.
The Petrie Mfg. Co. Ltd.
Perfection Concrete Co., Ltd.
Ransom Engraving Co., Ltd.
Scarfe & Co. (H. S. Duncan).
Syme Sign Co.
G. T. Taylor & Co.
Winnipeg Sandstone Brick Co., Ltd.
Winnipeg Tanning Co., Ltd.

Finances.

The Finance Committee keep chafing under the tight rein which the Auditor holds over them. He persists in representing, as the only safe basis upon which to proceed, that the Association should keep down its monthly expenditure on revenue account to an amount equal to the pro rata receipts from membership fees for the previous year. As against this the Committee maintain that the membership has largly increased, to say nothing of the fact that the fees have been raised. For the 10 months, February to November, 1911, the average fee collected was $14.88, while for the corresponding period of 1912 the average fee collected was $20.09. The indications clearly point to an increase in the revenue from fees this year of $14,000, and the Executive Council feel that they can afford to loosen up even though they are exceeding the Auditor's allowance.

Appropriations.

At the same time the purse strings are being tightened. It was only by a narrow majority that the Montreal Branch got an appropriation of $300 to help finance the campaign there for better city government. The Toronto Branch have for years been getting money from the Association to pay for prizes donated to the Technical School; next year they will be asked to provide these prizes out of a fund to be privately subscribed.

Annual Meeting.

Halifax will have the pleasure of entertaining visiting members of the C.M.A. when they go down there for their Annual Meeting, September 16th, 17th and 18th. The matter of an excursion is under consideration, but whether it will be by water or by rail has not yet been decided.

Votes for Companies.

It was about seven years ago that the Association first began to agitate that incorporated companies be given the right to vote on money by-laws. Three years ago they thought they had it all fixed up, so far as Ontario was concerned, when members of the Government agreed to make the necessary changes in the Assessment Act, the Municipal Act and the Voters List Act, stipulating, however, that they would not become effective until the revision of the statutes. On the strength of this promise the war was carried into the neighboring province of Quebec, and the Government there, not wishing to be behind Ontario, gave effect to the necessary legislation forthwith, so far as the city of Montreal was concerned. The following year they gave the franchise to incorporated companies in Westmount and Quebec City.

To the surprise and disappointment of the Association's Executive it was recently learned that the new Municipal Act (Ontario) was in the press without the necessary amendment. The Government have been reminded of their promise, and the expectation now is that the amendment will be introduced at the second reading of the Revised Act.

Bulk Sales Act.

Variations that have been introduced into Bulk Sales legislation, to satisfy the caprice of certain provincial legislators, have caused the Acts, in some cases at least, to work out less advantageously than their promoters expected; in fact one of these Acts has developed distinct weaknesses which are having the effect of deterring other provinces from putting this type of legislation on their books at all. The Parliamentary Committee have been busy trying to figure out an Act that would be safe for all provinces to adopt, and they have come to the conclusion that the Manitoba Act is the best of the lot. Through the branches of the Association an effort will be made to have it uniformly adopted.

Test Case on Company Incorporation and Licensing.

The Legal Secretary reported that the reference on incorporation and licensing before the Supreme Court, as well as the test case which was being brought by the Association, had been laid over until the February sittings. The Department of Justice, however, had finally decided that the reference must stand in spite of the objections of the provinces. The reference will be recast so as to define the jurisdictional issues more clearly. If the Supreme Court disposes of the case in February it can then come up before the Privy Council in June or July.

New Electric Wiring Code.

The Insurance Committee, on the advice of its Engineering Department, has filed with the Hydro-Electric Commission of Ontario a memorandum suggesting a number of changes in the provisions of the new code for interior wiring. The draft code bore evidence of having been hastily drawn, and it is expected that little difficulty will be experienced in obtaining the changes desired.

Fire Prevention Campaign.

The Province of Quebec has passed an Act creating the office of Fire Commissioner and appropriating $10,000 to meet the expenses of the office for the first year. It will be the duty of this Commissioner to investigate fires, with the double purpose of ascertaining their cause and as far as possible preventing their repetition, and at the same time of placing the responsibility for every fire where it rightly belongs. Representations are being made to bring all other provinces into line on this matter.

Mr. Franklin H. Wentworth, Secretary of the National Fire Protection Association of Boston, has recently lectured under the auspices of the Association in Montreal, Toronto, Hamilton and London, calling attention to the enormous proportions of our fire waste, the tax it has become upon pro-

duction, and how easily it might be reduced by the more general observance of certain elementary principles in building construction and by the exercise of just a little more care in handling combustible material. A verbatim report of Mr. Wentworth's remarks has been secured, and will be published by the Association in pamphlet form.

Cartage Charges.

The Transportation Committee reported that they had failed to come to any agreement with the representatives of the Railways regarding the proposed increase in the cartage charges east of Port Arthur; the latter claimed that they were in no way responsible for the increase, but that for their own protection they had to make certain advances in view of the demands of the cartage companies. The Committee had, accordingly, asked the Board of Railway Commissioners to deal with the matter on its merits. At a hearing in Ottawa a compromise order had been issued leaving the charge on smalls the same as before and increasing the cartage on bulk goods a half cent per 100 lbs. The Committee are now asking the Board to consider the advisability of requiring the Railways to provide more receiving and shipping points in large centres. They claim that the present facilities are totally inadequate.

Delays to Freight in Transit and in Terminals.

On the advice of the Transportation Committee the Transportation Manager will sound all members of the C.M.A. regarding the proposal to penalize the Railways for failure to receive, carry and deliver freight within a reasonable time as required under section 284 of the Railway Act. Manufacturers feel that the new demurrage rules are a reflection upon them, inasmuch as they indicate that, in the minds of the Railway Commission at any rate, the shipping public and not the Railways are to blame for the freight congestion. The circular which the Transportation Manager will issue will be designed to elicit information to show to what extent the blame for this congestion lies at the door of the Railways themselves.

Amendment to Railway Act.

The Transportation Committee are recommending to the Minister of Railways and Canals an amendment to the Railway Act designed to extend the jurisdiction of the Board of Railway Commissioners to Railways that have been built and operated under Provincial Charters, and which are afterwards absorbed by lines subject to the jurisdiction of the Board.

Free Entry of Traction Ditchers.

On general principles the Association is opposed to the free entry of any article which might be made in Canada, lest it be the means of deferring indefinitely the establishment of another Canadian industry. In the matter of Traction Ditchers, however, the Association will withdraw any opposition it might have to their free entry on the ground that these are being purchased by agricultural societies, townships, etc., for use in farm under-drainage and in the improvement of country roads.

Customs Department Rulings.

Advice of the following Customs decisions has been received by the Association:—

Zinc Dust—as mentioned in Tariff Item 345 is defined as being the metal zinc very finely ground.

Metal Eyelets—as per sample, used in the manufacture of hinged combs, free under Tariff Item 671.

Industrial Canada Prizes.

On the advice of the Faculty of Political Science of the University of Toronto the following prize awards have been made:—

1st Prize, $60, awarded to W. Jackson Little, subject, "The Transportation of Wheat from the Prairie Provinces to Europe —A Study of Routes and Rates."

2nd Prize, $30, awarded to Robert Forsyth, subject, "Government Ownership of Public Utilities."

Canadian Trade Index.

The Association will begin the compilation of material for a new edition of the Canadian Trade Index right away. Owing to the increased cost of printing since the last edition appeared, it will be necessary to economize in some directions so as to make sure that the book will pay its own way. A well-balanced Committee has the matter in hand, and may be counted upon to bring out a very creditable book. While certain features, notably the alphabetical list of manufacturers, will be eliminated, the book will be more than compensated by the inclusion of new matter that will be found very generally useful to business houses.

TRACING CARLOAD AND LESS THAN CARLOAD TRAFFIC.

Mr. W. R. MacInnes, Freight Traffic Manager of the C.P.R., has issued the following circular:

The indiscriminate and extensive commercial tracing now being handled by our various offices, and originating directly or indirectly with shippers or consignees, has assumed such proportions that it is defeating the purpose sought by the shipping public, over-loading the wires, and consuming the time of many to no purpose.

The tracing of either carload or less than carload shipments before they have had ample time to reach destination does not hurry their movement, but prevents prompt attention to legitimate tracing.

To increase the efficiency in legitimate tracing, and to give prompt replies to the shipping public, the following rules will be adopted 1st January, 1913:—

(1) Tracers must not be started, or requests made to trace freight, until the shipment has had a reasonable time in which to reach destination, and then only at the request of shipper or consignee.

(2) When tracing a shipment give the initials and number of car, point of origin, route, date forwarded, commodity, and destination.

(3) Tracers in connection with carload freight should be addressed to Mr. F. A. Gascoigne, Superintendent of Car Service, Montreal, for Eastern Lines; and Mr. A. Hatton, Superintendent of Car Service, Winnipeg, for Western Lines.

(4) In the case of less than carload shipments, the necessary information should be obtained through agent at shipping point or destination.

NOTE—Rules 3 and 4 may be modified by special instructions issued by the Assistant Freight Traffic Manager, Eastern Lines or Western Lines, as the case may be.

This circular also applies to Canadian Pacific Despatch traffic.

OUR GOVERNMENT RAILWAYS

By FRANCIS A. CARMAN

They Have Never Been Generous with Surpluses, but They Have Been Forced to Struggle With Hungry Office-Seeking Politicians. Also They Have Charged Lower Rates Than the Great Private Railway Companies

THE report of the Department of Railways and Canals for the last fiscal year (1911-12), tabled in the House of Commons just before the Christmas recess, shows a surplus on current account for the Dominion Government Railways of $496,132.

This amount is obtained by pooling the accounts of the Intercolonial, of the Windsor branch—owned by the Government, but leased for operation to the Dominion Atlantic (now controlled by the Canadian Pacific)—and of the Prince Edward Island Railway. The profit on the year's operations of the Intercolonial was $539,569; the Windsor branch yielded a profit of $39,322; but the Island railway showed a loss of $82,759.

As a matter of bookkeeping, however, the whole of the profits on the Intercolonial were not reported as such. The accounts of that railway as closed show earnings of $10,593,784, and working expenses $10,591,035, leaving a profit of only $2,750. The explanation is that $536,819 of the Intercolonial profits were turned over just before the end of the year to Equipment Renewal Fund, to be used for the purchase of new and additional rolling stock. If the amount had been returned as profits it would have gone into the consolidated revenue fund of the Dominion, and out of the control of the Intercolonial. Therefore, to enable the railway to use its own profits for the purposes of the railway, several funds were created by statute under the ministry of Hon. G. P. Graham, and this process of transfer of profits was authorized. The Intercolonial also provides for the maintenance of equipment out of current revenue, $35,000 being set aside each month for this purpose.

The profit of the Windsor branch and the deficit on the Prince Edward Island line, on the other hand, were reported in the usual way. The P. E. I. railway's earnings were $367,203, and its working expenses $449,962. In the case of the Windsor branch the Government maintains the road, and the expenditure for this purpose was $33,854. In return it receives one-third of the gross earnings as rental, and this amounted to $73,176, leaving a surplus of $39,322.

The earnings of all three roads were on the up grade, but so are the working expenses. On the Intercolonial during 1911-12 the gross revenue was greater by $730,002 than in the year previous, while the working expenses—due allowance being made for the profits transferred to Equipment Renewal Fund in the two years—increased by $658,240. The Government receipts from the Windsor branch rose by $24,985 as compared with 1910-11, but were only $12,523 higher than the year previous to that. On the Prince Edward Island line the gross earnings showed an increase of $29,783, but the working expenses rose by $25,858.

A glance over the history of the Government railways since Confederation, as shown in the Canada Year Book, yields the information that there has been a surplus on current account in only fourteen out of the forty-five years that have elapsed. There were surpluses for the first five years immediately following the birth of the Dominion, and then there was no surplus until 1899. The early surpluses varied from $27,000 to $122,000, while the later have run all the way from $56,000 to $552,000. A less discouraging fact is that in the last fourteen years only five have shown deficits; but then again one of these five deficits reached the figure of $1,800,000, and the total of the five deficits is nearly twice that of the nine surpluses.

There has always been a lively dispute in Parliament as to whether the surpluses on the Government railways were real. Whatever may have been the case in earlier years, however, it seems pretty well established that in recent years the Government accountants have been applying the principle recognized by the company railways and the Interstate Commerce Commission—that maintenance should be charged to revenue and betterments only to capital. Further, as has been seen already, the practice is now being introduced—was introduced about three years ago—of paying for additional rolling stock out of profits—a good business principle, which is also at times put in force by the private corporations. During the year now under review—1911-12—there was spent on capital account for the Intercolonial $1,710,448; and for the P. E. I. railway $128,041, but an examination of the details of these accounts indicates that the principle quoted above has been consistently applied.

Succinctly put, the financial position of the Government railways is that their capital cost is now $103,433,546, and that during the past three years there have been earned average profits of a little over $400,000, or a dividend of a little less than one-half of one per cent.

This is a state of affairs that can hardly be said to be satisfactory from any point of view, and especially from a hard-headed financial standpoint. But are there no explanations, or compensations? Let us see.

There is, of course, the fundamental consideration that the Intercolonial was built, in the first place, from political and military reasons. This lengthened its route and sent it through a (still) thinly populated territory. Thus, at the same time, its cost of operation is increased and its local revenue is decreased. The line from Levis to Moncton must of necessity be a poor revenue producer.

Secondly, the Intercolonial is after all not a through line in the same sense as the Canadian Pacific. It has to hand its traffic over to the Grand Trunk at Montreal, and it has no feeders of its own picking up business in Ontario or in the Western Provinces. The C. P. R. would be in a similar—though better—position if it consisted of the Ontario branches and its main line along the north shore of Lake Superior to Winnipeg.

These are circumstances to be taken into account in forming a judgment of the results of the Government operation of the Intercolonial. Another circumstance of a different kind—because it implies faulty administration—is the influence which politics has undoubtedly, in the past, exercised in the management of the Intercolonial. This is also true of the P. E. I. railway, a road which has never paid expenses, though

that is probably partly due to the abundance of water competition which the line has to meet. The Government Railways Managing Board, which was organized by Hon. G. P. Graham, has probably reduced the power of the politician somewhat, and Hon. Frank Cochrane is credited with meditating a further step in the same direction by turning the administration of the roads over to a single commissioner. How successful he will be only the future can show.

Besides the special conditions under which the Government railways—and more particularly the Intercolonial—operate, and besides demoralizing influence of politics, there is one circumstance in connection with the I. C. R. to be taken account of. It is in the nature of a compensation. This compensation is the lowness of the rates on the Intercolonial, both for through and for local traffic. The statement that the rates on the I. C. R. were low has often been disputed, but the issue was pretty well settled by a thorough analysis presented to the House of Commons by Hon. G. P. Graham during his last year in office. Mr. Graham began his comparison with a statement based on the actual receipts for each ton carried one mile—or as the railway accountant puts it, per ton mile. Here are the figures as he presented them for 1910:—

Intercolonial	.553 cents.
Canadian Pacific	.778 "
Grand Trunk	.672 "
Canadian Northern	.734 "

One year later the Railway Statistics of the Dominion showed much the same conditions; in both years the revenue per ton mile—that is, the price charged for carrying one ton one mile on the average—was considerably lower on the I. C. R. than on any of the other big Canadian roads. The ton mile rate was high on the Dominion Prince Edward Island Railway, but so it was on a number of other small roads.

Mr. Graham also gave comparisons based on the standard classifications. He compared the I. C. R. local rates with the rates of the G. T. R. and of the C. P. R. in Ontario for similar distances; he compared the local rates of the I. C. R. and of the C. P. R. in New Brunswick; and he compared the rates of the I. C. R. and the Dominion Atlantic. In a few cases the rates were equal; in one case only was the I. C. R. rate the higher; in the great bulk of the cases the I. C. R. rate was the lower, and sometimes materially lower.

This, then, is the record of the Dominion Government railways as late as it is available, and these are some of the chief circumstances by which that record is to be interpreted. Politics has undeniably played havoc with the administration of the people's railways; but it will be readily perceived that there are other contributory causes to the poor financial results, and at least one compensation.

QUEBEC BRANCH MEETING.

"Our increased membership would mean a great encouragement to the Association, to these executive officers who devote so much time, money and energy for the success of the grandest organization in Canada."

The above statement was made by Mr. E. T. Nesbitt, President of the Quebec Branch, at the annual meeting of the Branch. The members present prophesied that 1913 would be a record one. The following officers were elected: President, Mr. E. T. Nesbitt; Vice-President, Mr. J. H. Gignac; Executive Committee, Messrs. W. A. Marsh, L. A. Moisan and P. E. Fugere; Ex-Officio Past-Presidents, Hon. Geo. E. Amyot, Major T. S. Hethrington, Mr. Jos. Picard, and Mr. G. A. Vandry; Secretary, Mr. Geo. Moriset. Among those present were Mr. R. S. Gourlay, of Toronto, President, Hon. C. R. Devlin, Mayor Drouin, Hon. Geo. E. Amyot, Mr. G. M. Murray, General Secretary, Mr. H. T. Meldrum, Assistant General Secretary, Hon. L. A. Taschereau, Mr. C. B. Gordon, Vice-President, Mr. W. A. Marsh, President of the Quebec Board of Trade, Mr. D. J. Fraser, of St. Johns, Que., First Vice-President for the Province of Quebec, and Mr. J. H. Gignac.

A NEW COMPANY.

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd., to be Reorganized.

There is to be a reorganization of The Gutta Percha & Rubber Manufacturing Company of Toronto, Limited, whose factories are located in Toronto, to take effect on January 1st, 1913. At some points its branches were operated under the name of "The Gutta Percha & Rubber Mfg. Co. of Toronto, Ltd.," but in the Prairie Provinces the business has been conducted at Winnipeg and Calgary through a subsidiary company, The Winnipeg Rubber Company, Ltd., and in British Columbia through another subsidiary company, The Vancouver Rubber Company, Ltd. Application has been made for a Dominion charter under the name "Gutta Percha & Rubber, Limited,," with an authorized capital of $6,000,000. The new company will be controlled by the same interests, and be under the same management as the old. It will acquire all the trade marks, patents, properties and good will of the old company, and, as heretofore, will be an entirely independent concern, without connection of affiliation with any other company in or out of Canada.



MR. E. T. NESBITT
President, Quebec Branch, C.M.A.

ONTARIO LICENSES GRANTED.

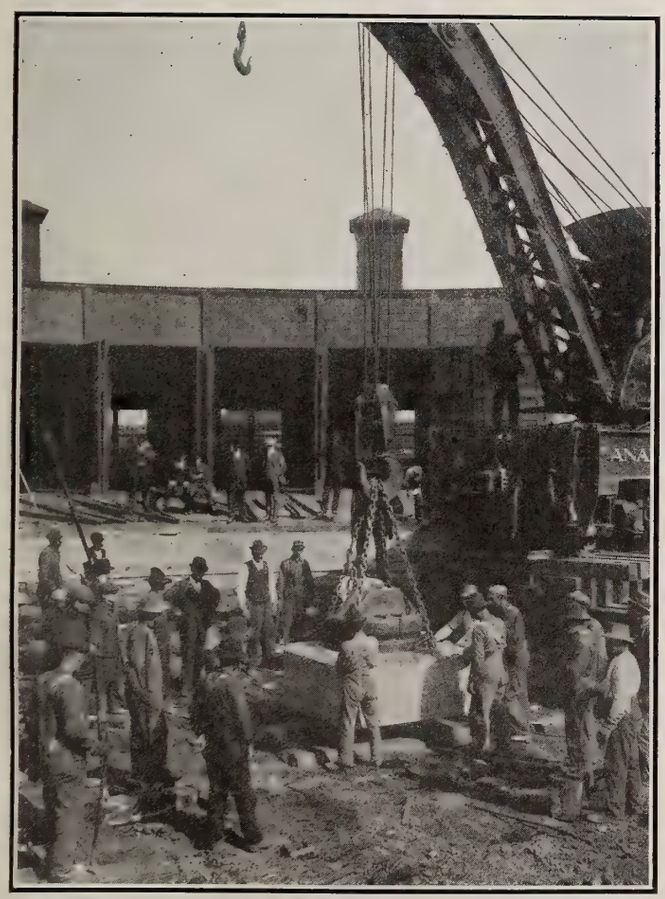
The following industrial companies, possessing Dominion charters, have been granted licenses to carry on business in Ontario: Empire Cotton Mills, Limited; The Empire Cream Separator Company of Canada, Limited; and Macdonald and Sons, Limited.

THE NEW HOPE OF THE WEST

By NORMAN LAMBERT
In the Annual Financial Survey of the Toronto "Globe"

The "Far West" is Making Extensive Preparations to Meet the Panama Canal Trade by Encouraging Factories to Locate in its Cities and Towns

ECONOMICALLY, Western Canada is being divided into two parts. "The West," as people have described that portion of the Dominion for many years, is rapidly becoming, in the language of the day, either "the far West," or "the near West." The line of cleavage is taking more definite form, and those terms are becoming more popular as preparations are made to take advantage of the new trade route which will come to Canada with the opening of the Panama Canal in 1915. If that route does not prove a great advantage to that far western portion of Canada, then millions of dollars



They are Busy Laying Corner Stones in Western Canada

which have been invested this year, and which will be invested next year, in railway improvements, in factory plants and mercantile houses, between Saskatchewan and the coast, for the express purpose of meeting the new demands arising from the opening of the Panama Canal, will be sacrificed, and the world will learn again to speak of Manitoba, Saskatchewan and Alberta as merely "the West." But men and corporations who invest their millions are seldom mistaken in the objects of their business affections.

It is the industrial development which has taken place in the far West this year that has necessitated more strongly than ever the complimentary term, "the near West." While, so far as manufacturing is concerned, Winnipeg has expanded more extensivly than any other part of Canada this year, having granted 106 charters for purely industrial companies since last January, the most interesting and significant feature in the economic growth of the country has been the remarkable industrial activity in "the far West," which, broadly speaking, comprises the territory west of Moose Jaw. It is at that point in Saskatchewan that one begins to find people turning with some expectancy towards the West in anticipation of new business. Upon crossing the boundary into Alberta, the most casual observer hesitates in wonderment at Medicine Hat, Redcliffe and Calgary. There is no question about the expectations of the people in these cities, whose history, one might almost say, is being planned to date from the year 1915. Going on to the coast, one sees the railways racing through the mountains, blasting expensive tunnels in an effort to make easy grades to their terminals on the Pacific. And then come New Westminster, Port Mann, Vancouver, Coquitlam and Victoria—all on the *qui vive* over the prospective opening of the Panama trade route.

But this article must confine itself to an account of what has actually been done during the past twelve months in two or three of the more important industrial centres of the far West to establish new factories and workshops. Undoubtedly the most important phase of this development has been the introduction of the flour industry into Medicine Hat, bringing that city to the extraordinary position of being first milling centre in the British Empire. Ogilvies, the Maple Leaf Milling Company and the Manitoba & Ontario Flour Mill Company have entered Medicine Hat this year, and, with the increased capacity of the Medicine Hat Milling Company, which has been operating in a small way for some time, will before the end of 1913 be turning out 12,000 barrels of flour every day. It is also said that the Lake of the Woods and Western Canada Milling Companies have practically arranged to establish plants in Medicine Hat, although contracts have not, at the date of writing, been signed. In addition to these mills, the following industries have taken sites and signed contracts with the municipality of Medicine Hat:—

	Men employed.	Invested.
Purmal Brick Co.	100	$150,000
Alberta Glass & Bottle Works	50	60,000
Medicine Hat Porcelain Co.	65	75,000
Medicine Hat Steel Co.	100	250,000
International Crayon Co.	50	75,000
Wetaskiwin Tent & Bedding Co.	15	.....
Alberta Steel Products Co.	35	25,000
Medicine Hat Pump & Brass Works	50	50,000
Alberta & Saskatchewan Paper & Strawboard Products Co.	75	150,000

Taking the mills and the other plants together, the bulk of the capital invested in these new enterprises is Canadian.

Redcliffe is a town of 1,200 population, situated about six

miles west of Medicine Hat, and during the past year it has secured two glass factories (one from Toronto and the other from Montreal), an ornamental iron works, a motor works, a rolling mills and bolt works, and a pressed brick company. The amount of capital invested is $850,000, and the initial number of men to be employed is 400.

In dealing with Calgary, the big industrial acquisition has been the C. P. R. shops, which will be in operation early in 1913. These shops are costing $4,500,000, and will give employment to 5,000 men. But the following record of other plants that are being erected will give one a further explanation of the phenomenal expenditure of $20,000,000 in buildings in Calgary during 1912:—

Plants Building.

	Invested.	Men to be employed.
Pioneer Tractor Co.	$2,000,000	300
Western Iron Manufacturings, Ltd.	100,000	30
Canada Malting Co.	500,000	30
Canadian Stock Food Co.	50,000	30
Alsip Brick Co.	100,000	50
Concrete Products Co.	100,000	40



Business Street, Moose Jaw

Sites Acquired.

Northwest Brass Co.	$500,000	200
West. Steel & Ornamental Iron Works.	100,000	60

New Plants Operating in 1912.

	Invested.	Men employed.
Gordon Nail & Wire Co.	$100,000	40
Tregillus Clay Products Co.	500,000	160
Mountain Spring Brewing Co.	350,000	60
Brick & Supplies, Ltd.	125,000	75
Alberta Engineering Co.	100,000	60

Out of $4,625,000, the total capital invested in manufacturing in Calgary during 1912, the large proportion came from the United States.

In the list of industries named above it is not hard to read the purpose of the companies which are represented there. Take the milling industry, for instance. Hardly any other motive than that of desiring to meet the new Panama trade would induce the largest mills in Canada to start manufacturing flour in Medicine Hat, a place which is immediately



One of Saskatoon's Warehouses

surrounded by one of the most unproductive areas of country in the Province of Alberta, and far removed from the best wheat-growing regions of western Canada. The manufacturer of building materials, such as brick and cement, is placed most advantageously in Alberta, so far as raw supplies are concerned. Those firms which will have need of steel and lumber expect to be greatly benefited by the opening of the Panama Canal, and the increased facilities for eastbound traffic from the coast. The Pioneer Tractor Company, which is building now in Calgary, expects to be able to import steel from Alabama, via the Panama Canal, more cheaply than it could be brought from Pittsburg to Manitoba. And the shipper of lumber from British Columbia, it is calculated, will be benefited in a like manner.

There is one side to the question of factory development in the far west, however, which must be criticized, and that is the price which a city like Medicine Hat is paying for her industries. No other municipality in Canada is giving such liberal concessions to incoming manufacturers, and in many ways no other place is in the position that Medicine Hat is to refuse those



The Pemberton Block, Victoria, B.C. which is entirely Occupied by Business Offices

concessions. Natural gas, affording means of abundant power, is Medicine Hat's chief asset. This gas at five cents per thousand cubic feet would be the equivalent of coal at a cost of seven cents a ton. Medicine Hat can make that proposition to a manufacturer and not suffer any loss in providing all the gas he can use at that paltry price. But instead, the manufacturers going into Medicine Hat are being given free gas, so much of it, in fact, that the city has had to start boring new wells, each of which costs on an average of $10,000. Five wells have been given entirely to the owners of five different plants that are being erected in Medicine Hat, and each well has a capacity of 3,000,000 cubic feet per day, all of which becomes the property of the fortunate manufacturer. Besides free gas, the city of Medicine Hat has given



In the Heart of Vancouver's Business Section

free sites, varying in size from one to twenty-three acres, free spur trackage, and exemption from taxation on those free sites for periods ranging, according to the contracts, from five to twenty years. And in addition to all this the mayor and his board of aldermen favor giving a liberal street railway franchise to Sir Max Aitken and Mr. R. B. Bennett, M.P.

Some day, after the present generation in Medicine Hat has waxed rich on the strength of its unearned increment in the value of business and residential lots, the people of that city will be thinking of local improvements and wondering who will care to take their bonds. "The far West" wants factories and all that goes with them, but no town or city needs them at any price.

LITTLE FIRE IN ROCKY MOUNTAIN FOREST RESERVE THIS SEASON.

During the season of 1912 there have been no dangerous fires within either the Brazeau or Athabaska forests of the Rocky Mountains forest reserve. There have been a few small fires along the new railways under construction within the Brazeau reserve, caused by negligence on the part of contractors, but throughout the season the weather conditions have been so favorable that the danger of serious fires was almost negligible.

The Brazeau and Athabaska forests are the two northerly divisions of the large Rocky Mountains forest reserve, and, with proposed additions, constitute over one-third the total area of the Rocky Mountains forest reserve on the eastern slope of the Rocky Mountains, or about four and a half million acres. The office of the forest supervisor of these reserves is now situated within the Brazeau reserve, at Mile 37 of the Alberta coal branch, forty-six miles south-west of Edson, the first divisional point on the main line of the G. T. P. Railway, one hundred and fifty miles west of Edmonton. During the season of 1912 there have been fifteen forest rangers in all stationed at different points over the two reserves. This, of course, is a very inadequate force for such a large area.

MAKING SHEEP RAISING PROFITABLE.

In their report on the sheep industry the commissioners who investigated it on behalf of the Dominion Government state, among other things, that sheep in this country are, as a rule, poorly housed and poorly fed, that severe losses are sustained through lack of proper care during the winter season, and that from shearing to marketing no country in the world handles its wool in a worse manner. Besides pointing out these weaknesses of many Canadian sheep raisers, the commissioners report fully upon the state of the industry in Great Britain, and describe how Old Country shepherds handle their flocks. "Evidences of a definite object in breeding operations," they state, "are to be found on every hand, a certain demand being kept in view and every effort made to build up a reputation, and afterwards to hold it." A farmer there may keep sheep of the breed popular in the district, and although they may not be eligible for record in an association flock book, they are very highly bred, and young ewes are sold at very remunerative prices to neighboring farmers for crossing purposes. For producing early lambs the ewes are bred to lamb soon after New Year. Male lambs not intended for the early trade are always wethered. Besides grass pastures, such crops as kale, vetches, rape, cabbages and turnips are grown for the sheep. These are often sown in succeeding periods in season, so that when one is consumed another is ready, thus providing fresh feed a great part of the summer. The sheep are not allowed to forage over large areas, but are often kept within portable fences, which are moved periodically to take in new patches. The same thoroughness is exercised in the treatment of the flock throughout the winter, with the result that sheep-keeping is a highly profitable branch of English agriculture.

The report of the Sheep Commission is rich in information of the greatest value to persons interested in any branch of the sheep industry. Copies are still available for distribution to those who apply for them to the Publications Branch of the Department of Agriculture at Ottawa.

GERMAN BANKS AND MANUFACTURERS

By H. M. P. ECKARDT

How the Former Assist the Latter to Develop Over-Sea Trade. Are Canadian Banks Helping Canadian Manufacturers in a Similar Manner? Our Export Trade Will Need Assistance when Hour ome Market is supplied

IN the preceding article a description was given of the banking machinery established in foreign and over-sea countries by the Germans for the purpose of developing Germany's trade. It will now be interesting to study the particular methods employed by these subsidiary and auxiliary German institutions in forwarding the interests of German manufacturers and other exporters, and of German importers. When something is learned of these methods, then it will be possible to compare them with the methods employed by Canadian bankers in encouraging Canada's foreign trade.

In the first place the banks in outside countries are at the disposal of the home manufacturers in collecting debts, good and bad, owed by parties in their territory. When a Canadian exporter desires to collect a good debt owed by a foreign individual or company his course is clear. If the goods were shipped abroad under the terms of a London credit supplied by the consignee, all that is required is the drawing of a bill of exchange on the London bank or bankers designated in the credit; and when the necessary shipping documents are handed in to the Canadian bankers of the exporter he is credited at once with the proceeds, exchange calculated at the finest competitive rate, and he has no occasion for further financing and further thought on the matter. And in the case of an export sale to a good party in a foreign country, not on the basis of a London banker's credit, the process is similarly easy to follow. In this case the manufacturer draws his bill direct on the consignee, addressed to the country or place where the consignee carries on his business. Then the net proceeds of the bill will probably not approach so near its face value. In other words, the cost of collecting will probably be increased. The banker taking the bill may not be able to dispose of it at once, as he did in the case of the London bill; and the manufacturer drawing the bill is expected to pay for the time consumed in securing payment and transfer of the funds to a centre or place where his banker can use them. There does not seem to be any satisfactory way of escaping this special cost or loss of interest. If the manufacturer sent the bill on his own responsibility to a bank in the consignee's town or city, just as much time would be lost, and during the period the manufacturer would be without the benefit of the bill as security in his collateral or liability account. The only other alternative that suggests itself is for the manufacturer to run an account and discount such bills as I have referred to with an English or German bank having an auxiliary or subsidiary bank in the place on which he draws. And it is questionable whether that plan would be any improvement.

In the case of collecting, or attempting to collect, a bad debt in a foreign country, the home bank should be of assistance. It could advise its customer where to apply for information *re* the procedure to be followed; and it could probably take charge of the bill or document representing the debt, and forward it to responsible parties in the locality where the debt was domiciled, with instructions as to the course to be taken and a guaranty covering costs to be incurred.

Now we may discuss the details of the German practice in financing over-sea trade. The matter here used is taken mainly from Dr. Riesser's book, "The German Great Banks and Their Concentration," referred to in the preceding article. He deals first with the case of the exporter. "He sells his goods, as a rule, on long terms for delivery at over-sea places, where, after possibly several months' sailing, they are paid by the buyer only when unloaded, and then only by means of the buyer's acceptance. Through his connection with a German bank the exporter is now enabled to turn over his bill of lading to that bank, with an order to deliver the same to the buyer through its over-sea connection, say its subsidiary bank, after payment of the amount of the bill, or after acceptance of the draft, the latter in case the goods have been sold on longer terms. In case of non-payment, of which he is to be advised by cable, the order further provides that the goods are to be insured and stored at the over-sea place of destination at the expense of the seller."

The bank receives a copy of the invoice, and providing the exporter's credit is good and the goods are not easily subject to risk of decay, waste, breakage, loss of weight, or leakage, it grants an advance of from forty to seventy-five per cent. of the amount of the invoice. Quoting Dr. Riesser: "This advance is made upon the pledging by indorsement of the bills of lading which secure the delivery of the goods at the point of destination, and upon the transfer of the accompanying insurance policy, either according to fixed loan terms or according to such terms as may have been agreed upon on the particular occasion."

In handling transactions of this nature for exporting customers in good credit, the banks are not involved in great risk. The danger of loss is somewhat enhanced in those cases wherein they advance funds on exports of goods and merchandise which are not definitely sold. The exporting firm may have a representative at some foreign port who will accept consignments of goods and try to sell them on arrival. In a case of that kind, according to Dr. Riesser, the home bank in Germany does not usually make the advance to the exporting house. The business is done by its subsidiary bank domiciled at the place to which the shipment is consigned—the Deutsch-Neberseeische Bank, the Deutsch-Asiatische Bank, the Bank für Chile and Deutschland, as the case might be. The exporter draws on his representative for a certain proportion of the value; the subsidiary German bank discounts the bill and receives the bills of lading. Upon arrival of the goods the bank takes charge of them and stores them, thus keeping control of the property. The representative of the home exporter places the goods on the market and does the selling. He takes the merchandise from the storehouse as he needs it, and as they are sold the credit on the goods is gradually liquidated. It is easy to see how advantageously this machinery works for the exporter and also for the consignee. The exporter is not at the mercy of a foreign consignee of whom he perhaps knows little. The officers of a subsidiary concern of his own bank, thoroughly familiar with the usages, customs, charges, etc., prevailing at the foreign port, protect his interests at every turn. They

also supply him with information regarding the standing and responsibility of the various parties willing to accept consignments and sell goods. And as for the consignee, his responsibility is lessened. The foreign bank, in keeping control of the merchandise, takes the greater part of the responsibility. The consignee is apparently only required to sell the goods and account to the bank for the proceeds of his sales. When the over-sea representative displays poor judgment in ordering the goods, the bank may suffer loss. For instance, it sometimes happens that an agent will order an excessive supply of certain goods, thus causing the price to fall in his market; and if the bank is obliged to undertake a forced sale of the stuff, prices may fall to a further low level, and the loss on the shipment may reach large proportions. In a case of that kind the bank may make a considerable loss if the realizations from the goods, plus the exporter's ability to take up his paper, do not suffice to wipe out the loan.

Besides assisting its manufacturing customer engaged in the export business, through granting advances on merchandise, the bank aids him sometimes through accepting in its own name the draft of the seller, with documents attached. In other words, it lends him its credit. An exporter can discount in the market a bill bearing the acceptance of one of the big banks at rates well below those charged for bills on individuals in foreign points. Then, of course, the foreign buyer in some cases arranges a credit in Berlin, in the same way as a buyer of Canadian goods will supply London banker's credit. The foreigner goes to his local bank and gets a commercial credit. This credit authorizes the seller in Germany to draw direct on the Berlin or Hamburg bank covering the amount of goods sold; the home bank accepts the draft on the strength of the documents carrying title to the goods and on the strength of the credit issued by the foreign buyer's bank (which will, in many cases, be its own subsidiary concern). The German seller then discounts the bill, with the big bank's acceptance, at lowest market rate; the buyer's bank over-seas looks after, or rather provides funds for, the accepted bill before maturity.

However, in Germany the banks are occupied more actively in financing imports. The manufacturers require to bring in very large supplies of raw material—wool, cotton, grain, ore, etc. These imports are facilitated in much the same manner as prevails in London. The importer requests his bank in Germany for a "draft" credit for an amount approximately equal to the invoice in favor of the foreign seller. This credit gives the seller the right to draw direct upon the importer's bank for the purchase price. "The bank will accept the foreign bill, which the over-sea seller or his bank will send to it after the loading of the goods, or have presented to it for acceptance by a German banking connection, only in case a full set of the bills of lading, together with insurance policy, invoice, description of weight and quantity, and, if need be, the certificates of origin, are turned over to it. In this way the delivery of the goods to the bank is assured, as are also the identity of the article and the terms of sale, as described by the importer, as well as the fact that the particular transaction is a real bona fide commercial transaction corresponding to the importer's statement."

The bill drawn by the foreign seller will be for thirty or for one hundred and eighty days sight. When it is accepted the seller may discount it in the German market or at his home bank; in any case the bank accepting the paper has to meet it at maturity. It, however, has title to the goods and the importer's name. In case of many importations undertaken by the wholesale or jobbing trade, the accepting bank is required to part with its collateral security for a brief period during the currency of the bill. This happens when the importer disposes of the goods to another domestic buyer before the maturity of the bill representing the consignment. Then the bank has to deliver the shipping and other documents to its customer, to enable him to forward the goods to another party; and it has only the importer's name until the other buyer remits a draft to settle for the goods. This draft is discounted, and the proceeds serve to extinguish the importer's liability on that particular transaction. The German authority says that "as a rule the bank finds itself in possession of the cash a good while before maturity of its own acceptance." If it happens that the goods have not been sold prior to the arrival of the vessel, the bill of lading, of course, has to be surrendered to the master of the ship when unloading commences. The bank then supervises the transfer of the goods to a warehouse, and the warehouse receipt supersedes the bill of lading as collateral security.

It will be seen from the foregoing description that the German banks finance exports and imports, and generally encourage foreign trade in much the same manner as do the banks in Canada and England. Where they seem to offer especially valuable assistance to manufacturers and others engaged in foreign trade is in the thoroughness with which they have entered into the task of supplying the best machinery for expediting the growth of their trade at all the important trade centres in South America and in many other parts of the world. Through these branches of their own subsidiary banks they can command fuller and more reliable information regarding markets for their products, regarding trade customs, the currency, expenses and costs, and regarding the standing and responsibility of parties in business in the countries with which they desire to trade, than they could command from mere banking correspondents not specially connected with them in any way. For carrying on business with foreign lands and distant colonies of the Empire the Canadian banks are dependent on correspondent banks, except in the case of the West Indies and Mexico. As remarked in the preceding article, it is perhaps not to be expected that they would undertake to establish branches or subsidiary banks in many foreign countries.



Below Washout Out Gates on Western Canada Irrigation Canal

THE MOVEMENT OF RURAL POPULATION IN NOVA SCOTIA DURING THE LAST TWENTY YEARS

By RUDOLF A. CLEMEN

Editor's Note.—The following essay, written by Mr. Rudolf A. Clemen, an undergraduate of Dalhousie University, Halifax, won the first INDUSTRIAL CANADA scholarship awarded to that institution by the Canadian Manufacturer s Association. Two scholarships are offered annually to Dalhousie College for the purpose of stimulating its students to undertake original research work. Mr. Clemen chose to investigate the causes underlying the decrease of the rural population of Nova Scotia during the last twenty years. Owing to the demands of space, we are publishing only the first and last parts of his essay, which deal with the province as a whole, and are reluctantly forced to omit the middle part, which analyzes the statistics of the counties.

IT is a well-known fact that in every civilized country during the last few decades there has been a very noticeable movement of rural population to urban centres, or to newly exploited lands. In Nova Scotia also this movement has been going on, though the attention of the average man was not attracted to it, till the publication of the last census made him suddenly aware of this "tragedy," as it has been styled. A study of the census tables astonished him.

Census Figures.

By the census of 1891 the rural population is set down at 373,000; in 1901, it is 330,000; and in 1911, 306,000. This means a decrease of 11.5 per cent. in rural population for the first decade under consideration, and a decrease of 7.27 per cent. during the last. Of course, this does not mean that the total population decreased. On the contrary, during the first decade it increased 2.04 per cent. and 7.13 per cent. during last ten years. The census figures alone, however, are apt to give a wrong impression of the rural decrease. In the 1891 census there were 17 towns in the province. Shortly after the census was taken 7 more were incorporated. Their population in several cases had not materially increased, but whereas in the first census their population swells the rural figures, in the 1901 census it adds to the urban at the expense of the rural. By 1901 there were 24 towns, and during the next decade 13 were incorporated, bringing the total up to 37. Here again in several instances the rural population figures suffer a forced diminution. Since the population of some of these towns has been urban in character for years previous to incorporation, and the inhabitants of others are as much rural now as before incorporation, it can be seen that the great apparent rural decrease is really much smaller.

Even with this modification in mind, it is still evident that the rural districts of Nova Scotia are suffering a loss of population. This emigration, it seems, is for the most part among the young people. Twenty years ago a government lecturer on farming mentioned in his report that, although he had good meetings, he was struck with the large percentage of old men present, probably because so many of the young men had gone to the States. That was the situation twenty years ago; that is what it is to-day.

Young people on the farm have two alternatives before them. One is country life. In most cases it means for them monotony, drudgery, small profits. The other alternative is city life, with companionship, amusement, large returns. The natural choice is in favor of the life which gives the greatest gain for the least work. This is common sense, or, in more sounding phrase, the materialism of the age.

Since so many choose city life rather than life in the country, the question arises: Why do they go? The causes are three: (1) The high cost of living; (2) The influence of education, pulpit, and press; (3) The non-scientific methods used in agriculture.

Many of the old settlers of the province did not know a good farm from a bad one. This is why in many places one finds the houses on high sterile hills, surrounded with a few acres of barren shale, while down in the valleys are rich intervals. These farms in time yield but a bare existence, which is heightened by the high cost of many necessaries which formerly the farmer made on his own place. The young people naturally leave.

Of the second cause of rural decline, Roosevelt once said: "Far too often the education of the rural youth has failed to interest them either in the science of agriculture or the beauty of nature in the country. It has rather prepared their minds for the attractions and opportunities of the cities." This educational cause falls into three divisions: (1) The lack of agricultural teaching. (2) The common school. (3) The college.

The farmer, either because he wishes his son to get an education, and so does not make him work on the farm, or because he keeps the boy doing the uninteresting drudgery of farm work, and neglects to interest him in the different profitable sides of agriculture, tends to foster in the youth a distaste for the country.

The common school does not tend to interest a wide-awake boy in farming. His head is filled with ideas of greatness achieved by country lads. His day-dreams are not dreams of finer farms. His ideal is rather a stately city mansion, money and power.

They Cherish Education.

The intellectual ambition of the race is seen in the number of young men and women who make use of the chance given to come to college. The traditional desire of the Scotch that one of the family should be a minister now extends to other professions. The colleges of Nova Scotia are turning out men faster than places can be found for them in their native province. There is no scope for their efforts here, and off they go. Brain work is preferable because farm-work is drudgery. College graduates want to be "men in a world of men."

In Nova Scotia the church has kept up with the spirit of the time. Every week economic problems are dealt with in the pulpit. Young men and women are interested in these new practical problems. They are given something to think about. To think is to become fascinated. "Do you know," one young man said, "my pastor prayed Sunday after Sunday for his congregation to be given the *power to get wealth.* From mere repetition, if for no other reason, this became a gospel. I believe this little phrase had something to do with turning me towards the city."

A few decades ago a newspaper was a luxury on a Nova Scotia farm; now it is a necessity. The press moulds public opinion. At present and for some time it has been filled with advertisements of the Canadian West. The paper tells of activity, ease, and cash. The lure of the West is heightened by business-like advertising in Europe and Eastern America. Nova Scotia has neglected to advertise, and so Canada's front door is passed by. No knowledge of native resources leads to pessimism and emigration.

The last cause of rural depopulation to be touched on in this brief survey is the use of non-scientific methods in agriculture. The farmers of Nova Scotia have neglected to study (1) how the land can be made to give the most abundant returns, and (2) the best modes of marketing and of reducing the cost of transportation, or a lack of co-operation. Then there are acres of partially cleared land on many of the farmers, instead of farming on modern lines, are following the ways of their ancestors. This stagnation is what drives the young away. By the first neglect is meant a lack of rural industrial enterprises. There are, for instance, all over the province, hundreds of acres of cheap bog land now going to waste. At a low cost this could be made to produce crops of cranberries which would prove a good investment. Then there are acres of partially cleared land on many of the hills which are admirably adapted for sheep-raising.

Lack of Co-operation.

The second neglect shows that, outside of fruit farming, there is no co-operation in agriculture. The farmer by his shortsightedness allows politics or religion to interfere with his co-operative methods. Several schemes have been tried, notably a co-operative method to supply the Halifax market with Shubenecadie milk, but it fell through, due to a difference of political creed.

The movement of rural population in Nova Scotia presents two sides—emigration from the rural districts, and immigration into them.

There is not much emigration from the rural districts in one county to urban centres in another, as far as can be found out. The trend seems to be either from the rural sections of each county to its own county towns, or away from the province. This emigration during the last twenty years has been in three directions: (1) To the United States; (2) to the Canadian West; and (3) to our own manufacturing towns.

Before 1901, the emigration was towards the United States. Large numbers of young people left the province to better their fortunes. Up to the beginning of the century, although great attention was paid to colleges training ministers, doctors, and lawyers, there was no system for teaching the various trades. The States were near, and the opportunity for learning a trade was seized. Once in the States those Nova Scotians stayed, and were lost to their native province. Since 1900 the Nova Scotia Technical College has been established in Halifax, and it is the centre of a whole system of secondary technical schools throughout the province. There are technical schools for all classes, coal-miners, artisans, fishermen. This technical education has undoubtedly stopped emigration to some extent.

The second direction in which rural population emigrates is to the Canadian West. This is more marked since 1900, and from the western counties more especially. Large scale advertising and the annual harvest excursions are very attractive from the monetary standpoint and appeal to the wanderlust. Nova Scotians, at least those of British origin, are bound to keep on the move. They are globe-trotters. It is in the blood. Their forefathers came to America from Great Britain. Another move brought them to re-settle the lands vacated by the Acadians, and then later came the Loyalists. The wandering spirit is in them, and if the young people listen to the alluring tales of the West and go, they only answer to the call of the blood.

With the development of industry the drift has also been to the manufacturing towns of the province. These lie along the northern shore and in the island of Cape Breton. Near the New Brunswick border is busy Amherst, one of the most enterprising towns in eastern Canada. It has nearly doubled its population in the last decade. New Glasgow, Westville, and Stellarton in Pictou County form a group of mining and manufacturing towns which are rapidly increasing. In Cape Breton everything concentrates on the Sydney region. In fact, this island is one vast mineral bed, and for the last fifteen years the population has drifted to the urban mining centres.

In Nova Scotia systematic recording of immigration has been in force only for the last five years. An attempt has been made to find out how many settlers come to Nova Scotia, and how they are distributed. A survey of one of the immigration departments reports will suffice. This report gives the immigration figures for the Maritime Provinces as a unit, so it is difficult to estimate the exact number entering Nova Scotia itself.

For the past decade the average number of immigrants into Nova Scotia per year is probably about 6,000, the great majority being from the British Isles. The most of these go to the industrial centres, especially in Cape Breton. Of the 2,000 newcomers who were in personal touch with the department during the past year, over one-fifth were miners, one-half housewives, domestics and children, and only one-tenth farmers. From this can be seen the small percentage coming to rural districts from outside the Province.

The Outlook Is Encouraging.

From a survey of the rural decline in Nova Scotia, the general rule seems to be that the western counties give a rural decrease for the first decade, and a smaller decrease for the last. These counties are settled mostly by descendants of Loyalists, who have begun progressive methods in agriculture, instead of going to urban centres to expend their energy. The eastern counties, which are settled nearly altogether by Highland Scotch, give a rural decrease for the first decade and a larger decrease for the last or a large and steady rural decrease for the whole period. The Scotch seem to be very conservative in agriculture, though in their counties industries flourish, and their young people are very progressive in education. The French, both in east and west, seem to increase in numbers on the whole, though unprogressive and primitive in their agricultural methods. The Germans of Lunenburg and Queens are thrifty and steady and, though not increasing, still hold on to the land.

Looking over the whole province, the depopulation of rural sections seems to be gradually lessening. In many places the tide of emigration seems to be at the turn, in others there is a slight abatement. Earnest effort, however, must be made to keep the people on the land. The country can suffer no greater loss than that of its rural population, for an intelligent, prosperous, and contented, rural population is the life of any state. The fact is this, young men and women have been leaving the rural sections in large numbers every year. When the strong, vigorous, enterprising, ambitious young people continue to leave for twenty or thirty years, the human life of the locality is greatly weakened. The well-born, well-bred and well-educated youth are the nation's best asset. If the education of the schools beguiles them to leave the land in larger numbers than is meet, the education should be changed. If the West lures them, they should be given correct information about the West—and also sound information, interpreted with insight, about the East.

INDUSTRIAL GROWTH IN HAMILTON

By H. H. MARSH

Twelve New Factories Brought Two Millions of Capital to the City Last Year. Fifty-Four Firms Extended Their Plants. Hamilton's Commercial Future is Assured. Industrial Development During 1912 and Outlook for 1913

HAMILTON enters the new year enjoying the largest measure of industrial prosperity in her history. Each year, of late, has exceeded the previous one in development and expansion, but 1912 was so far in advance that it may be called phenomenal. During the past year twelve new factories with an invested capital of over two million dollars have located in this city.

Three new factories are under construction at the present time, which will employ 1,500 men by the spring of 1913.

The National Steel Car Company, who have had a large force of men employed erecting their plant, which will cost nearly three-quarters of a million dollars, will employ 1,000 men early in the new year. The plant will have a capacity of from thirty to thirty-five steel and wood freight cars per day. Already this company has large orders for cars.

The Dominion Steel Castings Co. are putting up a factory on Depew Street, to cost $300,000 and about 400 hands will be employed by the first of the year. This will be an up-to-date casting plant and will have a capacity of 12,000 tons per year.

It is another very important addition to the city's long list of varied industries and the fact that steel castings will be manufactured in Hamilton will go a long way towards inducing new factories to locate here.

The Canadian Porcelain Co. are erecting a $150,000 plant on 20 acres of land adjoining the Golf Links. They will employ about 150 men at first and will manufacture vitrified white porcelain for electrical and other purposes.



Interior of Dominion Steel Castings Company's Plant under Construction in Hamilton, Ont.

Among the other industrial concerns secured by Hamilton this year may be mentioned: Canadian Knitting Co., Buffalo Brake Beam Co., Fretz Canning Co., Harper, Presnail Cigar Co., Hamilton Steel Construction Co., Hamilton Trolley Wheel Co., and Hamilton Gas Mantle Co.

But it is not alone in the advent of new concerns that Hamilton's industrial progress is indicated.

The building permits show that many of the older firms have increased the capacity of their plants this year. By November 30th, 54 firms had taken out permits for new factory extensions to the value of $1,258,030.

The Steel Company of Canada erected a new rod mill which is nearly two city blocks long, and also a new billet mill. An addition has also been made to their open-hearth furnace and a gas producer building has been built.

The Oliver Chilled Plow Works have added a four-storey warehouse to their great plant. This building is conveniently situated for loading lake carrying freighters, as this firm does a large amount of shipping by water.

Work has been started on the new plant on Sherman Ave., North, for the Brown, Boggs Co. The Company's business has outgrown the present quarters at the corner of King William and Victoria Avenue, and the new plant when equipped will cost in the neighborhood of $150,000.

The Hamilton Bridge Works have put up an immense plant in the east end of the city. Two thirty-ton electric cranes have been installed and the company will handle all their heavy work at this plant to relieve the congestion in the west end buildings and leave them free to handle local work.

The Otis Fensom Elevator Co are making large extensions, having taken out permits for new buildings to cost $50.000.

Work is well advanced on the large new warehouse for the Canadian Westinghouse Co. and the new factory for the Laidlaw Bale Tie Co. has been completed.

The following is a complete list of permits for factory buildings and additions to factories erected during 1912 and their cost:

National Steel Car Co.	$261,230 00
Steel Co. of Canada	100,000 00
Steel Casting Co.	100,000 00
Otis Fensom Elevator Co.	50,000 00
Brown, Boggs Co.	50,000 00
Hamilton Bridge Works.	55,000 00
Petrie Manufacturing Co.	23,000 00
International Harvester Co.	35,000 00
Sawyer Massey	25,000 00
Oliver Chilled Plow Works	60,000 00
Canadian Westinghouse Co.	63,500 00
McLaren's Limited.	60,000 00
Tuckett & Co.	25,000 00
F. W. Bird & Son.	26,000 00
W. P. Presnail	24,000 00
Parsons & Parsons	20,000 00

Hamilton Warehouse and Forwarding Co.	20,000 00
Fretz, Limited	16,000 00
Alert, Limited	15,000 00
Canada Screw Co.	15,000 00
Hamilton Brewing Association	15,000 00
Berlin Machine Tool Co.	14,000 00
Laidlaw Bale Tie Co.	14,000 00
McGivern Estate	14,000 00
Dominion Vinegar Works	10,000 00
Hamilton Steel Construction Co.	10,000 00
E. T. Wright & Co.	10,000 00
Wray & Nicholls	10,000 00
Canada Wire Goods	10,000 00
Canadian Shovel	10,000 00
W. Roberts, Wood Market	8,000 00
Egg-o-Baking Powder	6,000 00
A. Ross, King Street	6,000 00
Burrow, Stewart, Milne	8,000 00
Hamilton Cotton Co.	6,000 00
Hamilton Dairy Co.	7,000 00
Walter Woods & Co.	5,000 00
Canadian Drawn Steel Co.	5,000 00
Oliver Chilled Plow Works	5,000 00
Hamilton Toronto Sewer Pipe Co.	4,000 00
Grasselli Chemical Co.	4,000 00
Wagstaffe, Limited	3,500 00
Howell Litho	3,500 00
Standard Underground Cable Co.	2,000 00
Tuckett & Co.	3,000 00
L. Mills & Co	3,000 00
Armstrong Cartage Co.	2,000 00
Wise, Gray & Co.	1,500 00
Tuckett & Sons	1,500 00
Grant-Salisbury & Co.	1,000 00
Hamilton Bridge Works	5,000 00
Burke Bros.	2,800 00
Canada Screw Co.	5,000 00
C. Reid	5,000 00

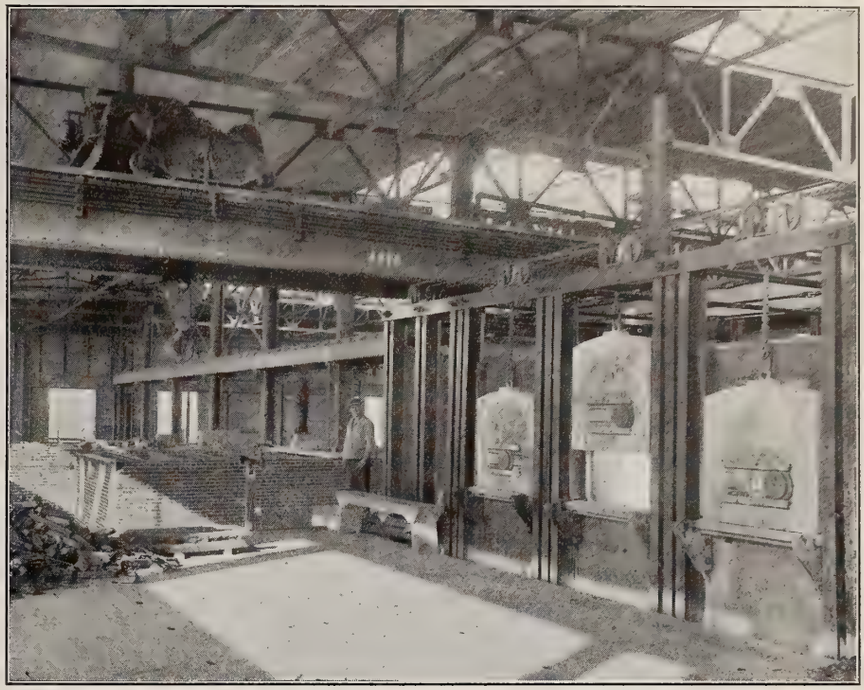
It is not only in industrial development that Hamilton is progressing; 1,446 building permits were issued by the city up till November 30th, 1912. These represent buildings valued at $5,260,700. This record shows an increase of 143 permits over the total for the same period of 1911, representing an increased value of $1,097,270.

There is every reason to believe that Hamilton is entering upon a period of development and growth even greater and more important than that which we have witnessed in the past.

One of Hamilton's chief attractions for manufacturers seeking location is the fact that most of the raw materials entering into the construction of machinery are manufactured



Views of Hamilton Harbor



Interior of Dominion Steel Castings Company's Plant under Construction in Hamilton, Ont.

and can be purchased in Hamilton, and this has been emphasized by the establishing of several new factories this year, which will help very considerably in securing new industries.

The fact that a start has been made on improving Hamilton Harbor, and that the Dominion Government will likely spend a million dollars during the next few years in deepening the Bay along the water front, so that navigation will be safe for the largest freighters, will also play a very important part in Hamilton's future industrial prosperity.

The last, but not least, additional advantage is the installation of the municipally owned Hydro-Electric Department, which distributes power for manufacturing and lighting at cost.

TRADE DISPUTES DURING NOVEMBER.

The general industrial situation showed a marked improvement from the standpoint of labor unrest during the month of November, 1912, both as compared with the preceding month and with the corresponding month of 1911. According to the record of strikes and lockouts maintained in the Department of Labour, the number of working days lost from this cause during November was approximately 68,200, compared with 98,000 during the preceding month and 140,000 during the corresponding month of last year. This was in spite of the fact that a number of disputes showed an increase. At the beginning of November, fourteen disputes were in existence, but only one, that of coal miners on Vancouver Island, affected a large number of employees. Of the new disputes of the month, the most serious was that of miners of Porcupine, affecting 1,200 employees, and that of employees in the freight departments of the Canadian Pacific Railway System affecting about 500 men. Four disputes of the month were among classes falling under the jurisdiction of the Industrial Disputes Investigation Act compared with two such disputes in the preceding month and five in November, 1911. The number of employees affected by disputes was 3,900 in November, 1912, compared with 4,300 in October, 1912, and 11,936 in November, 1911.

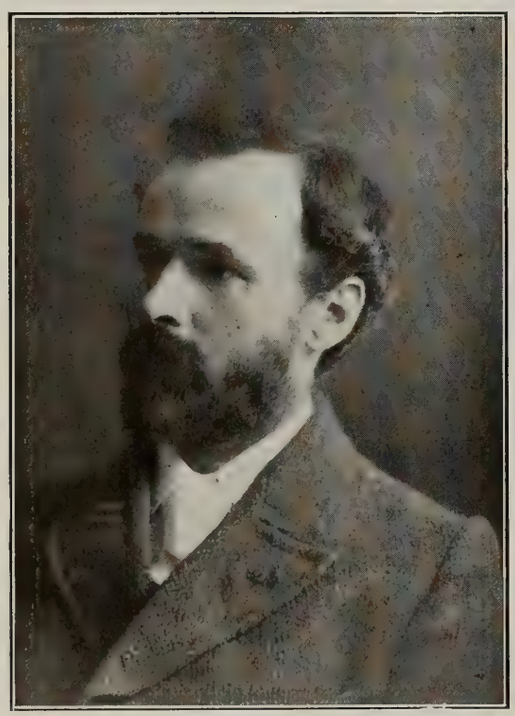
The Imperial Tobacco Co., Toronto, Ont., has purchased a site for the erection of a warehouse in Calgary, Alta.

INDUSTRIAL EDUCATION

Its Methods, Problems and Dangers

Canadian wins the First Prize of $1000 offered by a Chicago Firm for an Essay on this Subject.

THE above is the title of the thesis to which has been awarded the sum of $1,000 in the competition for economic prizes donated by Messrs. Hart, Schaffner and Marx, of Chicago. Each year this firm offers $2,000 to arouse an interest in the study of topics relating to commerce and industry. This sum is handed over to a committee composed of Professor J. Laurence Laughlin, Chicago University, chairman; Professor J. B. Clark, Columbia University; Professor Henry C. Adams, Michigan University; Horace White, Esq., New York City; and Professor Edwin F. Gay, Harvard University. The contestants are divided into two classes. Class B includes only those who, at the time the papers are sent in, are undergraduates of any American college; Class A, any other Americans without restriction. For the year 1912 the committee has unanimously agreed upon the following award:



Mr. Albert H. Leake, Toronto

Who won the $1,000 prize offered by Messrs. Hart, Schaffner and Marx, of Chicago, for the best essay on an industrial subject. He was trained in English primary and secondary schools; Technical Training, Science and Art Department, South Kensington; City and Guilds of London Institute; Naas (Sweden) and Leipzig (Germany). Among the positions he has occupied are: Manual Training Instructor to Leicestershire County Council; Director of Macdonald Manual Training Fund for Ontario; and Inspector Ontario Education Department.

Class A.—First prize of $1,000 to Albert H. Leake, Inspector of Technical Education for Ontario, Toronto, Canada. Second prize of $500 to Harry Edwin Smith, B.A., M.A., Ph.D., Instructor in Economics, Cornell University, for a paper entitled "The United States Federal Internal Tax History, from 1861 to 1871." Honorable mention to Glover D. Hancock, B.A., M.A., Ph.D., Professor of Economics and Political Science, Washington and Lee University, Lexington, for a paper entitled "History of the National Banking System in the United States."

Class B.—No papers were deemed worthy of award.

The copyright of successful studies is vested in the donors, and the essay on industrial education is now being prepared for the printer. It will be published by Houghton, Mifflin and Co., of the Riverside Press.

In the introductory chapter the antiquity of the subject is pointed out. There has scarcely been a time in educational history when industrial education has not been a theme for discussion. In 1645 the Marquis of Worcester planned "to erect a school wherein boys might learn something of the principles of the mechanic arts." In 1676 there was published in England a book entitled "How to Outdo the Dutch Without Fighting," and the author proposed to establish "mechanics' universities." Other matters dealt with here are the need for definiteness and the prevention of waste, the lack of parental influence and control, misconceptions and misunderstandings, the problem of the small town, the prejudice against industry, evening schools and apprenticeship.

The public schools are next considered, and in view of the fact that a majority of children never get beyond them the problem is essentially one of the public school. The rigid enforcement of the compulsory clauses now in existence would do much to raise the educational status and industrial efficiency of the people, and once this is done the question of raising the school age should be taken into consideration. It is not unfair to consider the schools as business concerns in which large sums have been invested, and from which the investors (the people) have the right to expect adequate returns. The buildings are in use for five and a half hours a day, five days a week, for about forty weeks in the year, and for about two months they are entirely closed. In view of the fact that the product of the public schools is very largely destined for the factory and the bench, the teaching should be given a decidedly industrial trend. This can be done without lessening the cultural value of the education given. The whole chapter is an argument for the redirection and revitalization of our public schools.

The next section is devoted to "Manual Training." The history of the subject and its development, its success and its failure, what it can do and what it can not do, are touched upon. It is argued that there should be a vital connection between it and industrial education—that, indeed, it is its foundation. Plans are outlined by which this connection can be obtained. The question of the trained teacher versus the trained artisan is dealt with. It is shown that the exaggerated claims made for manual training by its over-zealous advocates have done much to hinder its legitimate growth, and that it has failed to accomplish the task of providing trained workers—a task that should never have been assigned to it. Manual training has never been taken seriously by the public, but it cannot be denied that, properly taught and organized, it has a decided place in any educational system. Some of the arguments originally urged for the introduction of manual training were designed to satisfy labor organizations. It was loudly proclaimed that it had nothing to do with teaching a trade, that it had no connection with industry, and this attitude has been maintained until very recently. The fact is that we can retain, and even add to, the cultural value of manual training, and at the same time make it a direct help to the industrial development of the boy or girl. Correct shop practices should be adopted, and there are not many instances where, after a little preliminary practise, this cannot be done. The necessity of the teacher having real knowledge of industrial requirements is insisted upon, and the fact noted that before a permanent certificate is granted in the Province of Ontario a period spent at work

in an actual shop is now required. It is unreasonable for the public to expect the greatest results when the time allowed is only one and a half or two hours a week. Industrial education has very largely grown out of the manual training movement, and in many cases its direction is in the hands of men who have received their training in the manual training ranks. The manual training of to-day is very different from that of even five years ago, and it is gradually becoming more industrial in character.

The next section is devoted to "Evening Schools." most nations that have seriously considered the subject of industrial education have commenced their efforts by the establishment of evening classes for those already at work. Evening instruction after a heavy day's work is at best a makeshift, but under present conditions it is the only form of extended education that many boys and girls will ever receive. The universal adoption of the eight-hour day would do much to stimulate attendance at these schools, and in this connection the employer has a manifest duty to perform. He should be willing to encourage by promotion, bonus or other means those of his employees who attend approved classes. In many cases this is done, but not as generally as could be wished. The financial return arising from increased skill and ability derived from industrial education should be shared equally between employer and employee.

Must Show Value of Education.

The serious drop in the attendance of nearly all these schools after the session has been running for two or three months is called attention to, and means suggested by which it can be overcome. The general indifference of those for whom the classes are organized is pointed out, and a plea is made for the adoption of plans which will bring the benefits before those for whom they are intended. They must be shown that this education brings increased skill, and that this increased skill means a larger pay envelope. Methods of organization, classification and instruction are discussed and suggested. It is vitally necessary that the teachers employed be men who know the shops. No other type of man can be expected to give that instruction which the employer demands and the workman needs. Regularity in attendance at evening schools is generally the sign of efficient and needed instruction. The pupil has the right to use all the appliances provided by the municipality. All the accommodations of the public and high schools should be open to him. It is desirable in many cases to extend the time of these classes. Why should they be open in the winter months only? Many earnest students would be willing to attend at least one night a week during the summer if facilities were offered. The necessity for local investigation as to the needs and requirements of the several industries is dwelt upon, and a plea made for the active and intelligent co-operation of all interests concerned.

The attitude of the boy and his parent is held largely responsible for the disinclination to attend the classes provided. It is shown that there is still a prejudice against industry, and that the average parent desires "education" for his boy, in order that he "rise above" the occupation of his father and the ordinary walks of life. Theoretically they believe thoroughly in the advantages of industrial education, but if it is to lead to work at the bench it is for the other man's son and not his own. This prejudice must be removed, and the parent shown that by the temporary sacrifice of a portion of the boy's wages he will immeasurably increase his earning capacity later on in life. Most of our propaganda, like the work of the ministers, has been preaching to the converted, and has not reached those for whom it was designed. It is questioned whether the youth of this continent does not put off its choice of occupation until too late in life, and a contrast is drawn between German and English practice in this connection.

The old dictum that "Apprenticeship is dead" is doubted. Successful efforts are now being made to establish a system, shorn of the defects of the old, and designed to meet present economic conditions. The views of organized labor and capital are contrasted, and the necessity pointed out for the coming together of the different forces, as their interests should be identical. The common practice of "stealing a trade" is said to be destructive of the moral fibre and good citizenship of the workman himself, as well as economically wasteful. The conclusion is reached that a "rational system of apprenticeship" has a decided place in any well-considered scheme of industrial education.

A view somewhat different from that generally accepted is taken of German education, and an attempt made to show that Germany owes its industrial pre-eminence as much to its apprenticeship system as it does to the schools. The conditions in the two countries are contrasted. What is wanted on this continent is not the form of German institutions, but the spirit that led to their establishment. The failure of England in attempting to adopt the German system almost in its entirety is mentioned, and a warning issued against too slavish imitation. Contrasts are made between the German product of the schools and the American product, criticisms of the Germans themselves being used for this purpose. The part that compulsory military service plays in the industrial education of the German people has not had the importance attached to it that its influence warrants.

A general review is taken of the types of schools at present existing and the principles that underlie their organization and management. Criticisms are offered of the various types, and suggestions made looking towards a closer connection between the schools and actual industry.

The last section deals with the newest development of the movement—vocational direction. It is pointed out that neither the average parent nor the boy has the necessary knowledge to enable them to make intelligent choice of occupation. The steps taken by Apprenticeship Associations in England and by Vocational Bureaus in the United States to gather this information and supply the knowledge to the people needing it are dealt with.

Such are, in the briefest, most fragmentary form, some of the topics with which the prize thesis deals.

INDUSTRIAL EDUCATION BULLETIN.

The Superintendent of Education is preparing a bulletin giving an account of the progress made in Ontario since the passing of the Industrial Education Act. This will consist of approximately one hundred and fifty pages, and will outline the courses of study adopted, the methods of organization followed, and the equipment installed, and will give other details calculated to be of service to localities considering the advisability of establishing industrial and technical schools under the Act. It will be well illustrated by photographs of the schools in operation. The bulletin is now in the hands of the printer, and its issue is expected early in January.

The Good Manufacturing Co. of Canada, Ltd., has been incorporated, with a capital of $300,000, to carry on a general construction business, with head office at Niagara Falls.



Edited by J. E. Walsh

The Dominion Railway Commission resumed its hearings in the Western freight rate case in Ottawa, on Jan. 7th.

* * * *

In the vicinity of Fredericton at the present time about 1,500 men are employed on the construction of railways.

* * * *

Complaints of pilfering, particularly of goods which may be put into immediate use, are frequently made by members of the Canadian Manufacturers Association. The railways are making an effort to protect shippers against this form of petty theft, and members of the Association are requested to forward details of their complaints to the manager of the Transportation Department.

* * * *

Mr. Emmerson, M.P., is asking for a general inquiry by the Dominion Railway Commission into express rates, on the ground that the present charges exacted by the company for the carriage of traffic are said to be excessive, and, in some instances, extravagant. He wishes the inquiry to include rates paid to the railway and to other transportation companies operating in Canada, and to the Intercolonial Railway and to the Canadian Government in connection with the transportation of express traffic.

* * * *

According to the Scientific American Reference Book, the total mileage of railways operated in Canada for the year ending June 30th, 1911, was 25,400. In addition there were 1,610 miles of second track, and 5,550 miles of yard track and sidings, making an aggregate trackage of 32,560 miles, representing an increase of 3,837 miles in three years, or 1,279 miles a year. The number of passengers carried in the year ending June 30th, 1911, was 37,097,718, and the average journey was 70 miles.

* * * *

The Board of Trade, the City Council and the citizens of Sydney, N.S., seem to be up in arms against the recently announced order, coming from F. P. Brady, Superintendent of the I. C. R., to the effect that beginning with January 1st, all trains to and from Sydney must go around by way of North Sydney, Sydney Mines, etc., thus adding 14 miles and possibly two or three hours to the journey.

* * * *

New cartage tariffs of fifty cents per ton and fifteen cents for packages known as "smalls" have been fixed by the Railway Commission. The railways applied to issue increased tariffs of sixty cents per ton and twenty cents for smalls at Toronto, Hamilton and Montreal, and fifty cents per ton and fifteen cents for smalls at other points. The shippers made a compromise offer of forty cents on some classes and forty-five cents on others of freight and fifteen cents for smalls.

The rates on lumber from Southern United States points to Canadian destinations were discussed by the Interstate Commerce Commission in St. Louis, on Dec. 16th and 17th. Most of the time was taken up by representatives of Canadian railways in their endeavor to justify the readjustments north of the Ohio river. They had no explanation to offer in regard to the serious advances south of the Ohio, concerning which there are many complaints. The advances proposed to points east of Toronto, to and including Montreal, are considerable, and will be strongly opposed at the hearing on January 24th, in Cincinnati, when the shippers will be heard. In the meantime the tariffs have been further suspended until June the 30th.

* * * *

Members of the Association whose freight claims are not receiving prompt attention, should communicate at once with the manager of the Transportation Department, especially if they have claims for overcharge and loss and damage.

Do you approve of this resolution?

"Resolved, that the Canadian Manufacturers Association join in the application now before the Board of Railway Commissioners for a system of uniform penalties to be automatically applied against railways for their failure to receive, carry and deliver freight within a reasonable time as required under Section 284 of the Railway Act; such system to require the railways under penalty to place cars for loading within forty-eight hours after ordered; to lift cars within twenty-four hours after notification of loading, and to place cars for delivery at destination within forty-eight hours after arrival; the penalties to be similar to those which the railways are authorized to charge shippers and consignees for delay in loading and unloading cars."

If a sufficient number of members agree with the above resolution a request will be made to the Railway Commissioners to enforce it.

* * * *

Great Britain's protest against the Panama Canal Act has been lodged with Secretary Knox, of the United States. It states that, while it was clearly in violation of the Hay-Pauncefote treaty either to remit or refund tolls on all American shipping using the canal, the same objection probably would apply to the coastwise shipping in view of the probable impossibility of framing regulations that would not result in a preference to American shipping. The rates fixed by President Taft are as follows:—Merchant vessels carrying passengers or cargo, $1.20 per net vessel ton. Vessels in ballast without passengers or cargo, 40 per cent. less than the rate of toll for vessels with passengers or cargo. For naval vessels, other than transports, colliers, hospital ships and supply ships, the rate will be 50 cents per displacement ton. United States coastwise shipping is exempted.



INSURANCE

Edited by E. P. Heaton

LEST WE FORGET.

1. All fires are the same size at the start. Be sure you have appliances handy to suppress an incipient fire.

2. The surest way to reduce fire rates is to reduce fire waste. Let thought be given to measures of prevention.

3. In times of great prosperity such as we are now passing through, let there be no easing-up in conditions of care and cleanliness.

Eight years ago this month the Insurance department of the Association was organized. We started with the Manager and the partial use of a stenographer and typewriter. We have now a well-rounded staff of experts and a large clerical force.

The Berlin (Ont.) Water Commission has just completed the erection of the largest water tower in America, which was used for the first time about Christmas. It is capable of holding 2,500 tons of water. It has a capacity of a half million imperial gallons, and cost $23,000.

A little over five years ago the Manufacturers' own fire insurance company came into existence, and it is largely because of the requirements of their business that the department has so large and efficient a staff available for the use of members of the Association. Next month we shall present a summary of the Statement of the Central Canada Manufacturers' Mutual Fire Insurance Company for the year ending December 31st, 1912, and review the results achieved.

Meanwhile let it be said that the discussion at the Ottawa Convention has produced the most encouraging results. Members who have not hitherto used the department are realizing that there is an Insurance Department, that there is an insurance company of and for members of the Association, which it is their duty to support, and that both are in a position to serve them to advantage.

The cost of your insurance is influenced by the rate of burning. Do you indulge the false belief that you are protected against fire by insurance? If you do not have a fire you contribute to some one who has.

Do you wish to reduce your fire insurance rate? Yes, you say? Very well. Reform your own household and carry the message to someone else.

A large number of states in the neighboring republic have for many years had the services of fire marshals. They have proved efficient in helping to reduce the fire waste, and especially in bringing incendiaries to justice. Incendiary fires in Canada are surprisingly numerous, and comparatively few convictions are obtained. It is asserted, with good reason, that the appointment of a fire marshal in each Canadian province would tend to change these undesirable conditions. Manitoba is the only province which has a fire marshal. Agitation for such an appointment in Ontario has been continued for many years without result. Quebec is wisely moving, the Government of that province having just introduced an Act appropriating $10,000 for a Fire Commissioner's Office.

State Fire Marshal T. M. Purtell, of Wisconsin, in a statement to-day says that his department has collected evidence which shows the existence of an "arson trust" operating in Wisconsin and other States for a number of years. He added that warrants have been issued for the arrest of several of the alleged principals, most of whom live outside of Wisconsin. The setting of fires was carried on, according to Mr. Purtell, in conjunction with a band of adjusters of fire losses.

"It is the most perfectly organized 'trust' for the destruction of property by fire for profit that has ever been uncovered in this country," said Marshal Purtell. "As far as the investigation has gone we are led to believe that this one organization has destroyed over $1,000,000 worth of property in the last decade."

Wireglass windows can be used on all sides of all sorts of buildings. Shutters over windows in street facades would be unsightly. Wireglass windows would not be.

Fires spread from floor to floor through windows in outside walls. Wireglass will prevent this. Fires spread from floor to floor inside buildings through unprotected stair and elevator openings. Wireglass will also prevent this. Fires spread through large unbroken floor areas. Wireglass will also prevent this.

MR. WENTWORTH'S ADDRESS.

The members of the Association who were privileged to hear the address delivered by Mr. Franklin H. Wentworth, Secretary, National Fire Protection Association, Boston, on "Fire Prevention," were impressed by the vital facts which he poured forth to his audiences, and the practical common sense which illuminated and invigorated his remarks. These addresses are the first steps, we believe, in a national crusade against the fire waste which annually destroys so many lives and so much property.

A stenographic report was taken of the address, which is being revised by Mr. Wentworth personally for publication. As soon as the revised copy is returned by Mr. Wentworth, it will be published in Industrial Canada, probably in the February issue.



CUSTOMS



Edited by J. R. K. Bristol

Products of Canada may enter South Africa and New Zealand under the preferential tariffs of the respective Colonies.

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Certain products of Canada are entitled to specially low tariff rates on shipment into France, Germany, Italy and Japan.

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The countries of Austria, Norway, Russia, Spain and Switzerland have minimum tariffs, all the advantages of which extend to the products of Canada.

* * * * *

Exports from the Dominion of Canada for the seven months ending October 31st, 1910, 1911 and 1912:—

	1910.		1911.		1912.	
	Domestic.	Foreign.	Domestic.	Foreign.	Domestic.	Foreign.
The Mine	$22,472,523	$170,690	$23,256,912	$122,890	$33,394,239	$83,787
The Fisheries	8,207,280	59,975	8,948,823	71,514	8,463,482	72,007
The Forest	31,775,924	122,552	27,132,475	190,530	29,593,727	375,431
Animals and their products	34,056,390	541,272	33,461,029	821,446	29,010,181	611,857
Agriculture	41,611,402	6,017,919	47,126,235	6,857,795	72,174,275	7,468,779
Manufactures	19,837,646	2,754,176	18,895,667	3,796,418	23,528,875	5,234,364
Miscellaneous	159,950	953,191	66,333	619,292	47,694	1,628,371
Total Merchandise	$158,121,115	$10,619,775	$158,887,474	$12,479,885	$196,212,473	$15,474,596

These are the total exports except coin and bullion.

* * * * *

The Tariff Department will be pleased to answer inquiries respecting duty on shipments of Canadian products to any of the above markets.

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A drawback is obtainable of 99 per cent. of the duty paid on materials used in Canada in the manufacture of articles for export.

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The Canadian-West India trade agreement was before the House of Commons on the 10th inst., and the bill received its first reading. Some tariff changes will be rendered necessary by this agreement.

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Questions on tariff rates, valuations, special or dumping duty, refunds, drawback claims and other Customs matters will be dealt with promptly on receipt by the Tariff Department.

Members who may not see clearly how to proceed with any Customs matter are invited to refer full particulars of the case to the Tariff Department for the information desired.

* * * * *

A smuggling conspiracy, to which many of the largest dressmaking establishments throughout the United States are parties, and through which the United States treasury has been defrauded of a million dollars revenue, is alleged by the federal authorities. Prosecutions of parties implicated have been begun.

* * * * *

Mr. Willoughby, leader of the Opposition in Saskatchewan, said, during a recent debate, that he was an advocate of moderate protection. He held that it was necessary to adjust tariffs in order to offset any additional costs of production in Canada over costs in competing countries. If labor was dearer in Canada than elsewhere, he was willing that the Customs laws should be used to equalize the difference.



The Rival Suitors.—*The Toronto World*

LEGAL NOTES



Edited By F. W. Wegenast

On the 27th December the Canadian Pacific Railway Company brought before Sir William Meredith, the Commissioner of the Ontario Government on workmen's compensation, Mr. P. Tecumseh Sherman, representing the liability insurance interests in the United States who are conducting a united and active campaign in that country against the idea of collective insurance as opposed to employers' liability insurance. A long statement was read by Mr. Sherman, which was practically a repetition of, and elaboration upon, the arguments used by Mr. Wolfe, the New York actuary who was brought before the Commissioner by the C. P. R. a few days previously. Both Mr. Wolfe's and Mr. Sherman's briefs are expansions of a brief filed some time ago on behalf of the C. P. R.

The position of the employers' liability companies is easily understood. It is a matter of life and death with them, and some allowance may be made for their representations and arguments, though they involve evasion and perversion of fact. No such allowance can be made for a railway corporation like the C. P. R. in making common cause with the liability companies. Nor can the allowance be extended to the absolute mis-statements of fact and lack of information displayed by the so-called experts brought forward by the railway company.

The subject of workmen's compensation is an exceedingly complicated one, and there is a good deal of ground for the jocular observation of the Commissioner that the man who had fully studied the subject would be a fit candidate for the lunatic asylum. It is this complexity which renders it possible for men like Mr. Wolfe and Mr. Sherman to present long arguments and statements, and to deal in assumptions and generalities which may appear plausible to those having only a casual acquaintance with the subject, but which are not based upon fact or experience or expert opinion.

What is the object of the C. P. R. in joining hands with the liability companies in opposing the scheme placed before the Commissioner by the Canadian Manufacturers Association? If the railway company had been content to confine itself to looking after its own particular interests, however mistaken its views, this quest for motives might have been out of order, but since the company has seen fit to make a general attack all along the line of the proposals of the other bodies of employers, the inquiry is pertinent. Both Mr. Wolfe and Mr. Sherman, possibly under instructions, brought into the discussion by far-stretched analogy the question of public ownership of railways, contending, or rather assuming, that the analogy would strengthen the argument against what they chose to term as "state insurance." Is the Canadian Pacific Railway afraid that the success of another venture in government administration, added to that of the Hydro-Electric system, would strengthen the case for government administration of railways? It may be that the railway company in its over-sensitiveness has introduced a factor and argument which in its own interest had better been left unmentioned.

Doubtless, however, the railway company has behind this opposition to the general plan the hope that railway companies themselves may be made an exception from the general scheme, and may be allowed, each individually, to bear their liability to their workmen instead of having railway accidents and the funds for their compensation pooled amongst them. It is not proposed at this point to advance any argument for the proposition, but it is intended to announce definitely and unequivocally that it is precisely this pooling of accidents and funds which the railway companies should be obliged to submit to. There will be tremendous opposition to an exception of the railway companies from any scheme of workmen's compensation which is considered proper and fair for other classes of industries.

An effort will again be made to have a Bulk Sales Act introduced in the Ontario Legislature. Such a measure has been introduced at each of the last two sessions, but owing to opposition from certain quarters has not been pressed. Four of the nine provinces now have a Bulk Sales Act, and it is a well recognized adjunct to the insolvency law, being intended to prevent abuses of the nature dealt with by The Assignments and Preferences Act and Absconding Debtors Act. The Parliamentary Committee of the Association, after very careful consideration, have recommended the adoption of an Act similar to that of Manitoba rather than the form in some of the other provinces. The Act of the province of Quebec in particular has revealed defects which will probably necessitate an entire reconstruction of that Act.

The jury in the Hatters' boycotting case, which began in the United States in 1902, has given a verdict for $80,000, the full amount asked by J. D. Low & Company, as required by the Sherman law. The amount was trebled to make it $240,000, besides costs, which will be extensive.

This case was begun ten years ago when D. E. Low & Company, hat manufacturers, brought an action against 240 members of the United Hatters of North America for $240,000, the contention of the plaintiffs being that the hatters had damaged their business by boycotting their hats because they did not employ union labor. The case was considered through the various courts to the Supreme Court of the United States, and the decision recently given is on a new trial ordered by the latter tribunal. In the first trial the plaintiffs obtained a judgment for $232,240.12, which was reversed by the United States Court of Appeals, and a new trial ordered. The manufacturers carried it to the Supreme Court, and after a decision that boycotting such as alleged was forbidden by the Sherman Anti-Trust Law, it went back to the Connecticut jurisdiction for another trial, the result of which has been previously mentioned.—*Labor Gazette.*

TOO MANY CHOICES.

Factory managers all over Australia have great difficulty in getting boys. They have no selection. The boy selects. When he has made up his mind to take a job, he replies to advertisements personally, generally accompanied by several friends of his own age, who may some day work themselves up to the pitch of taking a job. Generally he accepts every position offered to him. At the end of the day's round, as he cannot go to work at all the places, he decides which one may suit his peculiar talents best, or perhaps he may put off the difficulty of choosing to another day, and, with his friends, make still another round, or several rounds, of the factories, which are imploring him to take a job. An Auckland factory manager, after long experience of being interviewed by boys who might or might not take a job, recently expressed himself to a newspaper man on the conditions prevailing in the boy world as follows: "Let us get right back to the cause of it. In my opinion there are too many avenues of pleasure for the present-day boy. There is a tendency for living on a higher plane, and this has been so inculcated into our youth that nothing is good enough for him. He cannot be persuaded to take up an ordinary apprenticeship, with the certainty of a good living all his days. He must go for the high wage from the time he leaves school, and often he is left stranded in his early manhood without a trade to fall back to. For, after all, it is only a few who succeed in the higher business and professional world, and the rest are left standing."—*Liberty and Progress.*

HAVE REASON TO BE GLAD.

The Canadians are greatly pleased over the election of Wilson. Why should they not be glad? They are apparently certain for the next four years that the doors will be held open for the admission of their rapidly-increasing output of farm products. No greater boon could be given to Canada and the Canadian farmer at the expense of his American competitor.—*American Economist.*



One of the many Freight Trains which enter Edmonton daily



Sample of Wholesale House, Regina

ELECTRIC BAGGAGE TRUCKS.

The use of the baggage truck hauled or pushed by human muscle is being relegated to the limbo of out-of-date by certain progressive railroad and steamship companies. The new idea is a low-deck, heavily built, four-wheel, storage battery driven platform truck, which moves the trunks and bags of travellers in a quantity and at a rate of speed which consists with the modern transportation of the passengers themselves. One truck of the new type, operated by the baggage man standing on a small platform at the end, has a rated capacity of 4,000 pounds and is geared for three speeds, the maximum being eight miles per hour empty and six miles per hour loaded. These little giants of transportation are finding favor also in mail handling and in commercial warehouse work. The efficiency in handling mail bags, for example, is shown by the fact that an electric truck can make five trips with a load of two tons in the time required for a hand truck to make four trips with a one-ton load; in other terms, a single electric truck does the work of two and one-half hand trucks.—*Scientific American.*

BIG EXHIBITION IN 1915.

At a recent meeting of the South Australia Chamber of Manufactures it was unanimously resolved to hold an Exhibition of Australian manufactures in 1915. Within the next few months a committee will be appointed to go into the preliminaries perparatory to the issue of the prospectus. The Chamber has been in negotiation with the Government for the use of the Exhibition Building and grounds, and the Premier (Hon. A. H. Peake) took the opportunity at the manufacturers' soiree to announce that the Commissioner of Public Works (Hon. R. Butler) had authorized him to give the assurance that so far as the present Government was concerned, the Exhibition Building and grounds would be at the disposal of the Chamber in 1915 as in the past.—*South Australian Journal of Industry..*

NEW INFORMATION ON MANUFACTURES

Additions and Corrections to the Census of the Manufactures of Canada, taken in June, 1911, for the Calendar Year, 1910, Show the Great Development of Industry. Ask for Bulletin 1. Fifth Census

FRESH information concerning the manufactures of Canada, and corrections of the statistics already made public, compose "Bulletin I., Fifth Census of Canada,' which has just been issued by Dr. Archibald Blue, Chief of the Census and Statistics Department, Ottawa. All the information available at the time the Convention of the Association was held in Ottawa, including the valuable address delivered to the members by Dr. Blue, was published in the October issue of INDUSTRIAL CANADA. As the Bulletin I. makes many additions and corrections to that first issued, members should apply to Dr. Blue for a copy.

Compared with the census of 1901 for the year 1900 the last Census shows an increase in the ten years of 4,568 in the number of working establishments, of $800,667,122 in the value of capital, of 176,030 in the number of persons employed, of $127,759,066 in the earnings of salaries and wages and of $684,922,264 in the value of products. Compared with the Census of 1905, which was taken in 1906 through the medium of the Post Office, it shows an increase in five years of $400,998,586 in the value of capital, of 122,673 in the number of persons employed, of $75,908,405 in the earnings of salaries and wages, and of $447,623,036 in the value of products.

The following table gives the principal statistics for the two census years 1900 and 1910, together with the total increase per cent. in the decade, viz.:

Schedule.	1900	1910	Increase. Totals.	Per cent.
Establishments	14,650	19,218	4,568	31.18
Capital	$446,916,487	$1,247,583,609	$800,667,122	179.15
Employees on salaries	30,691	44,077	13,386	43.61
Salaries	$23,676,146	$43,779,715	$20,103,569	84.91
Employees on wages	308,482	471,126	162,644	52.72
Wages	$89,573,204	$197,228,701	$107,655,497	120.19
Raw and partly manufactured materials.	$266,527,858	$601,509,018	$334,981,160	125.68
Products	$481,053,375	$1,165,975,639	$684,922,264	142.38

Comparing the returns for 1905 and 1910 the per cent. increase of capital in five years was 47.36, of employees on salaries 20.77, of salaries 42.49, of employees on wages 32.32, of wages 46.77 and of products 62.31. No record was taken of the value of raw materials for the year 1905. Comparing the returns for 1900 and 1905 the per cent. increase of capital was 89.43, of employees on salaries 18.91, of salaries 29.77, of employees on wages 15.41, of wages 50.02 and of products 49.32.

The earnings of salaries and wages of employees relate to all officers, managers or workers to whom employment was given during the year 1910, as well as for 1900 and 1905, separated as (1) men and women, (2) children under 16 years of age, and (3) piece-workers employed outside of the works. For men and women over 16 years of age the numbers are given in the following table, together with salaries and wages, viz.:

Census Year.	Persons on Salaries. Men.		Women.		Persons on Wages. Men.		Women.	
1900.....	28,540	$22,994,574	2,151	$681,572	226,663	$75,626,888	61,220	$10,757,590
1905.....	31,545	28,938,637	4,951	1,785,449	288,039*	119,550,821	68,001*	14,825,104
1910.....	37,702	40,927,955	6,375	2,851,760	376,872	173,435,642	72,571	18,970,212

* Including persons under 16 years.

A table of groups of products by industries gives for each of fifteen groups the number of establishments, the capital employed, the number of employees on wages, the earnings of wages, the cost of raw or unfinished materials and the value of products. It shows for industries exceeding $60,000,000 the first place as measured by values of products to be taken by food products, the second by timber and lumber and their re-manufactures, the third by textiles, the fourth by iron and steel products, the fifth by miscellaneous industries, the sixth by metals and metal products other than steel, the seventh by vehicles for land transportation, and the eighth by leather and its finished products. Exclusive of employees on salaries, which were in number 44,077 and in earnings $43,779,715, the figures are here given, viz.:

Groups of Industries.	Establishments.	Capital.	Employees on wages.	Wages paid.	Cost of materials.	Value of products.
1. Food products	6,985	$133,044,523	52,730	$14,492,568	$175,453,469	$245,669,321
2. Textiles	1,444	108,787,407	72,672	26,703,826	72,128,436	135,902,441
3. Iron and steel products	824	123,561,319	48,558	25,792,388	52,452,103	113,640,610
4. Timber and lumber and re-manufactures.	4,999	259,889,715	110,049	39,379,739	94,052,429	184,630,376
5. Leather and its finished products	399	48,788,803	22,742	9,644,403	34,394,189	62,850,412
6. Paper and printing	773	62,677,612	22,894	10,866,721	16,956,697	46,458,053
7. Liquors and beverages	260	43,237,757	4,688	2,649,284	7,774,183	28,936,782
8. Chemicals and allied products	178	26,926,124	5,274	2,393,971	14,509,022	27,798,833
9. Clay, glass and stone products	771	45,859,507	17,699	7,745,345	3,632,905	25,781,860

Groups of Industries.	Establishments.	Capital.	Employees on wages.	Wages paid.	Cost of material.	Value of products.
10. Metals and metal products other than steel	341	67,133,540	17,502	9,776,371	33,609,447	73,241,796
11. Tobacco and its manufactures	173	21,659,935	8,763	3,325,011	12,129,806	25,329,323
12. Vehicles for land transportation	465	49,397,096	35,778	19,543,003	34,520,154	69,712,114
13. Vessels for water transportation	172	10,351,765	4,414	2,332,240	2,135,229	6,575,417
14. Miscellaneous industries	1,011	235,148,103	38,537	18,486,046	43,037,199	104,618,560
15. Hand trades	423	11,120,403	8,826	4,097,785	5,173,750	14,829,741
Totals	19,218	$1,247,583,609	471,126	$197,228,701	$601,509,018	$1,165,975,639

The urban population of the Dominion increased during the last decade from 1,771,435 to 2,845,073 for cities, towns and villages of 1,500 and over, and the rural and urban population from 5,371,315 to 7,205,884. The urban capital of manufactures increased during the same period by $581,501,241, and the rural and urban by $800,667,122. The urban earnings of wages and salaries increased by $103,008,306, and the rural and urban by $127,759,066. The urban products increased by $540,415,384, and the rural and urban by $684,922,264. The increase in the urban products of the manufactures of Alberta in the decade was $14,634,281, of British Columbia $16,776,854, of Manitoba $34,786,482, of New Brunswick $10,131,853, of Nova Scotia $25,882,919, of Ontario $275,513,965, of Quebec $158,512,912, and of Saskatchewan $4,298,558 In urban places of Prince Edward Island there was a decrease in the manufactures of $122,440.

A summary of Table II. for cities towns and villages of 1,500 and over is given herewith for capital, earnings and products in 1910 and 1900, by provinces, together with their rural and urban totals for Canada, viz.:

Provinces.	1910. Capital.	1910. Earnings.	1910. Products.	1900. Capital.	1900. Earnings.	1900. Products.
Alberta	$21,508,664	$3,506,057	$15,684,717	$967,625	$282,067	$1,050,436
British Columbia	46,386,682	7,341,948	27,641,036	13,293,336	3,235,173	10,864,182
Manitoba	38,125,027	9,481,545	44,747,347	5,637,876	1,943,663	9,960,865
New Brunswick	22,125,518	5,531,212	23,084,334	13,147,832	3,537,261	12,952,481
Nova Scotia	67,162,011	7,743,529	40,165,263	24,756,573	3,113,894	14,282,344
Ontario	478,035,563	100,662,393	459,576,759	172,626,743	46,695,397	184,062,794
Prince Edward Island	742,184	209,081	946,055	1,094,425	235,406	1,068,495
Quebec	249,892,475	57,385,448	285,367,508	115,671,777	31,247,528	126,854,596
Saskatchewan	4,958,358	1,494,160	4,557,198	239,054	56,678	258,640
Canada—urban	928,936,482	193,355,373	901,770,217	347,435,241	90,347,067	361,354,833
Canada—rural and urban	1,247,583,609	241,008,416	1,165,975,639	446,916,487	113,249,350	481,053,375

LATEST CENSUS STATISTICS.

Members should apply to the Census and Statistics Branch of the Department of Trade and Commerce, Ottawa, for Bulletin I., Fifth Census of Canada, which was published just before Christmas, and contains the latest statistics of the manufactures of Canada. Use it to supplement the earlier figures published in the Convention number of INDUSTRIAL CANADA.

NEW MANUFACTURING COMPANIES.

The following companies have been incorporated in Ontario for manufacturing purposes:

R. F. Green, Ltd., Toronto, weather strip and builders' supplies.

The Canadian Barker Co., Ltd., Sault Ste. Marie, wood-working, paper-making and other machinery.

The Martin International Trap Rock Co., Ltd., Bruce Mines, Ont., to quarry and manufacture stone.

T. E. Simpson, Sault Ste. Marie, furniture boxes, metal work, etc., for public buildings.

The Canadian Creosoting Co., Ltd., Toronto, wood products.

The Zimmer Vacuum Machine Co., Ltd., Toronto, machinery.

The Canadian Crushed Stone Corporation, Ltd., Hamilton, stone.

The Lindsay Library & Office Fittings, Ltd., Lindsay, Ont., office furniture and fittings.

The Toledo Electric Welder Co., Brantford, Ont., electric welding and generating machinery.

CANADIAN SALT CO. DOUBLING CAPACITY.

The Canadian Salt Co., Ltd., are preparing to double their plant at Sandwich, Ontario, for the manufacture of caustic soda and bleaching powder.

"SMART."

Wilson's Free-trade would give Canada something better than "reciprocity," and the Dominion could march right along with its own Protective Tariff. Canada was smart in voting to wait.—*St. Louis Globe-Democrat.*

WHEN THE BARN BURNS.

A dull light arises against the dark clouds of the northern horizon. Rapidly the glow deepens and soon fierce tongues of flame, surmounted by swirling clouds of smoke, leap skyward. Cattle and horses, hurried from their warm stables, huddle in affright beneath the shelter of the spruce hedge. Fiercer and more fiercely still grow the flames as the accumulated fodder from the season's harvest comes within their reach. Quickly as they have arisen so quickly the flames die down. Where there was ample store of hay and grain against winter's needs there is now naught but ashes and smouldering timbers. Where there was peace, and hope, and plenty, there is now want and despair.

One of the greatest tragedies of the country is when the fire fiend seizes on the farmer's storeroom and shelter for his cattle just as the north wind brings the first warning of coming winter.—*Weekly Sun.*



Pulpwood Ready for Shipment, Northern Ontario

WHAT WOULD A FIRE DO TO THIS PULPWOOD?

Nothing is more picturesquely appalling than a great forest fire. The annual loss inflicted on Canada through forest fires cannot be estimated. The following are the latest figures available to show approximately the value of all the forest products of Canada during 1910:

Lumber, square timber, lath and singles	$77,503,187
Mining timber	523,339
Cross ties	3,535,628
Poles	1,043,874
Pulp wood	3,585,154
Cooperage	1,740,709
Total	$87,931,891

Millions of dollars worth of forest products are annually destroyed by fire. Canadians should try to prevent this waste.

NOVEMBER FIRE LOSS OF UNITED STATES AND CANADA

The fire loss of the United States and Canada for November, as compiled by the New York *Journal of Commerce*, shows a total of $16,172,300. The following table gives a comparison by months of the fire losses for this year and the two preceding years:—

	1910.	1911.	1912.
January	$15,175,400	$21,922,450	$35,653,150
February	15,489,350	16,415,000	28,601,650
March	18,465,500	31,569,800	16,650,850
April	18,091,800	17,670,550	16,349,400
May	18,823,200	21,422,000	21,013,950
June	13,183,600	20,691,950	16,103,450
July	26,847,900	25,301,150	15,219,100
August	21,570,550	12,662,650	14,158,800
September	11,700,000	11,333,250	13,779,300
October	37,188,300	13,945,000	13,051,650
November	16,407,000	18,680,800	16,172,300
Total, 11 months	$212,942,600	$211,614,400	$207,353,600
December	21,528,000	22,722,850	.....
Total for year	$234,470,000	$234,337,250	.....

There were 273 fires during November this year, causing a property damage of $10,000 or over in each instance. Barring some large fire before December closes, it seems likely, says the *Journal of Commerce*, that the 1912 fire loss will be lighter than the sums chargeable against 1910 and 1911. The December losses so far are quite moderate, and underwriters do not expect the fires to become numerous and expensive until a cold snap commences. Canada's November fire loss, as compiled by the *Monetary Times*, amounted to $1,184,010.

LEGISLATION AT QUEBEC

By H. T. Meldrum.

The session of the Quebec Legislature which closed on December 20th was one of the shortest of recent years. There were comparatively few important bills passed.

From a manufacturer's viewpoint, probably the most important measure was that providing the change in the tax on commercial corporations. This tax has stood for years at one-eighth of one per cent. on the paid-up capital up to $1,000,000, and $50 for each $100,000 of capital or fraction thereof, over $1,000,000; plus $50 for each office or place of business in the cities of Montreal and Quebec, and $20 for each office or place of business elsewhere in the Province. Under the change, the tax will henceforth be one-tenth of one per cent. on the paid-up capital plus $30 for each office or place of business in the cities of Montreal and Quebec, and $15 for each place of business elsewhere in the Province.

In effect this means a considerable saving to a great many companies, and an increased tax to the few companies which have a paid-up capital of over $2,000,000 employed in the Province. The Association objected strongly to the increase in these cases. The Government claimed, however, that there was no reason why the percentage tax should be decreased after the Company had reached a certain degree of strength. It is probable that the Quebec and Montreal branches will continue the agitation for a further modification in the tax. In this connection, it should be pointed out that there seems to be a considerable number of companies with head offices outside of Quebec operating in Quebec, and which have not declared their capital and paid the tax required. They are thus liable to a heavy fine.

An Act was passed to establish a fire service in the rural districts of Quebec. Fire Marshals will be appointed to assist in the drilling of fire brigades, and other means taken to establish efficient fire forces in all the municipalities. To assist in defraying the cost of this service, a tax of one-fourth of one per cent. on insurance premiums paid in the Province, will be levied.

The Railway Act was amended to provide that in expropriation proceedings the Arbitrator should be a Judge of the Supreme Court, in place of a board of three citizens selected for the occasion.

The Act of the previous session granting a subsidy for a railway to James Bay, was amended in such a manner as to double the amount of the subsidy originally granted.

The Quebec Government has passed an Order-in-Council abrogating the regulation that timber cut on Crown Lands must be manufactured in Canada, in favour of Price Bros. & Co., the Wayogomack Pulp and Paper Co., Ltd., the Belgo-Canadian Pulp and Paper Co., and the Laurentide Co., Ltd.

Provision was made for the establishment of a Provincial Bureau of Statistics.

The right of vote for incorporated companies in municipal affairs, which was first obtained for the city of Montreal through the efforts of the Montreal branch, was extended to apply to the city of Maisonneuve and the town of Longueil.

A Bill was passed prohibiting the commutation of school taxes in favour of industrial concerns.

Two other Bills which were hostile to the interest of the manufacturers were opposed and defeated. The first would have done away with the privilege of election of domicile in any contracts or deeds of any kind and nature. This was regarded as exceedingly dangerous legislation and was vigorously opposed by the Montreal and Quebec branches, and the bill was finally defeated in the Upper House of the Legislature.

A Bill was introduced to make it unnecessary for non-residents of the Province to furnish security for costs in suits under the Workmen's Compensation Act, but was rejected by the Lower House.

TO TRADE IN NEW BRUNSWICK.

The *Royal Gazette* of New Brunswick announces that the licenses of the following industrial companies to transact business in the Province have been renewed for a year: The Harris Abattoir Co., Ltd., Toronto; The National Drug and Chemical Co. of Canada, Ltd., of Montreal; The Atlantic Sugar Refining Company, Ltd., Montreal; and The Atlantic Sugar Refineries, Ltd., Montreal.



Mr. S. Morley Wickett, Ph.D.

A member of the Executive Council of the Canadian Manufacturers Association who has just been elected an Alderman of Toronto. A graduate of Canadian and German Universities, and a student of economic problems, his venture into municipal politics will be watched with interest.



What Kind of Quality and Service Do You Expect on Your Milled Work in 1913 ?

YOUR purpose has been, at the beginning of every year, to build your product a little better, give your customers a little better service and still make a satisfactory profit.

Let us help you on your milled work. Standard Cap and Set Screws in all popular sizes with "V" or "U.S.S." thread are carried in stock for immediate delivery. We can offer an attractive contract proposition on standard parts.

NAMCO screws are the result of years of experience in thread cutting. The threads are clean and the finish right. They will save time and give strength to your assembled product.

Ask for the "Red" book if you are interested in stock product — a complete list of all sizes of screws and nuts and their prices.

The capacity of the NAMCO plant enables us to quote you an early date for delivery on goods requiring special dimensions. Every one fits the gauge and all work is thoroughly inspected before shipment. The repeat orders are ample proof of the quality of NAMCO special milled parts.

Send in your samples or ask for the "Trades" booklet, showing 200 reasons why you should use NAMCO products.

THE NATIONAL-ACME MANUFACTURING CO.

MILLED SCREWS NUTS BOLTS & SPECIAL PARTS

MONTREAL

Griese & Wood are erecting a hotel in North Battleford, Sask.

Mr. Geffen, of Calgary, Alta., is erecting a store and room costing $25,000.

A $10,000 addition is being made to the Arlington Hotel, Hamilton, Ont.

The Canadian Wheel & Waggon Co. will erect a factory in Fraser Mills, B.C.

The Saskatchewan Creamery Co., Moose Jaw, Sask., are erecting a creamery.

H. S. Mick is erecting a store and apartments costing $9,000 in Calgary, Alta.

The Canada Steel Goods Co., Hamilton, Ont., are adding additions to their factory.

C. W. Evans, Board of Trade, Toronto, Ont., is erecting a factory on Parliament Street.

A foundry and machine shop will be erected in Fredericton, N.B., for Willis McPherson.

Additions costing $60,000 are being made to the Ontario Steam Laundry, Calgary, Alta.

A $20,000 office building is being erected in Quebec, Que., by the Red Cross Pharmacy Co.

The Canadian Western Lumber Company are erecting a $100,000 saw-mill in Comox, B.C.

Extensions, costing $80,000, are being made to the implement factory of Nichols, Sheppard Co.

A machine shop, costing $10,000, is being erected in Calgary, Alta., by the Canada Malting Co.

Additions are being made to the Regina office of the Credit Fournier Franco-Canadian Co., Montreal, Que.

Clare Bros. & Co., manufacturers of stoves, ranges, furnaces, etc., Preston, Ont., are erecting a shop.

A paper factory costing $75,000 will be erected in Calgary, Alta. Coarse grades of paper and cardboard will be manufactured of straw.

The Page-Hersey Iron & Tube Company, Guelph, contemplate enlarging their present plant by erecting a new $50,000 factory.

An office and store, costing $12,000, is being erected in Grand Forks, B.C., by the Boundary Trust & Investment Company.

Stables are being erected in Winnipeg, Man., for A. Finklestein.

The Caledonia Gypsum Co., Caledonia, Ont., are remodelling their plant.

Advertising is Standardizing

The successful advertiser knows that to get the public to know his goods he has to tell them what they are, why they should buy them and where.

ARE YOUR BRANDS KNOWN?

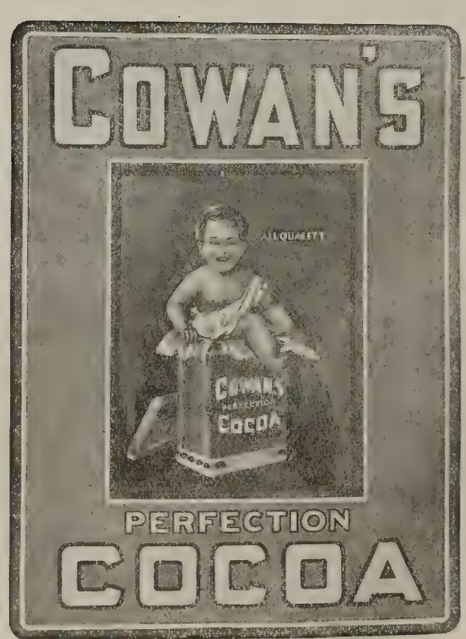
Let us show you how you can make them familiar to consumers wherever they exist. You can have our assistance for the asking.

The
Hough Lithographing Co.
LIMITED

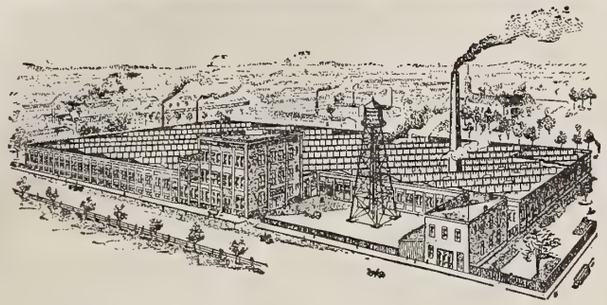
96-104 Spadina Ave. Toronto
Montreal Winnipeg

Makers of Calendars, Art Panels, Show Cards, Window Trims, Cutouts, Posters, Counter Cards, Car Cards, Booklets, Folders, Inserts, Stationery, Cheques, Labels, Wrappers and all kinds of Advertising Specialties.

HOUGH PRODUCTS BRING RESULTS



The Home of Mitchell Chandeliers



The Largest Designers and Manufacturers of Brass Goods in Canada

Think of Mitchell

When You Are In Need Of Anything In

Brass or Bronze

Bank & Office Fixtures, Chandeliers, Grilles, Wickets, Brass Railing, Memorial Tablets, Railway and Street Car Trimmings. Anything Special in Brass or Bronze

The Robert Mitchell Co. LIMITED
MONTREAL



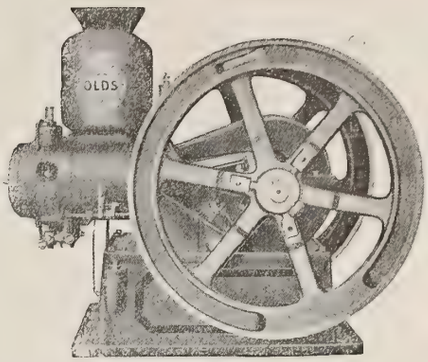
FIRE EXTINGUISHERS

EVERY manufacturing plant should be equipped with our CHEMICAL FIRE EXTINGUISHERS.

Your insurance agent can tell you the exact amount our "IMPERIAL" Extinguishers will save you.

THE BOOTH-COULTER COPPER & BRASS CO. LIMITED

TORONTO



THE "OLDS" IS A QUALITY ENGINE

The call to-day is for "quality."

The matter of price does not carry so much weight with the careful buyer as the "quality" of the goods.

The "OLDS" Trade Mark stands for "Quality"—efficiency, durability, simplicity, reliability and economy.

Every "OLDS" Engine bears this Mark, and it guarantees the purchaser full value for his money.

All "OLDS" Engines are thoroughly tested and tried out before leaving the factory—each and every one must be in perfect running order before it is shipped.

"OLDS" Engines are built in the largest factory in the world devoted exclusively to the manufacture of gasoline engines, and are the result of thirty years' experience in engine building.

JUMP SPARK SYSTEM OF IGNITION—Simple, Effective, Reliable.

WATER JACKET, CYLINDER, VALVE CHAMBER and MAIN FRAME, are four entirely separate castings.

CYLINDER HEAD is cast solid with the Cylinder.

PISTONS and CYLINDERS are made of the very hardest iron and are ground to a perfect fit.

PATENT SEAGER MIXER ensures a perfect mixture of gasoline and air, and works without a gasoline pump.

BEARINGS are large, well-oiled and lined with genuine anti-friction Babbitt metal.

MASSEY-HARRIS CO., LIMITED

TORONTO
MONTREAL
MONCTON
WINNIPEG

REGINA
SASKATOON
CALGARY
EDMONTON

WALL PLASTER

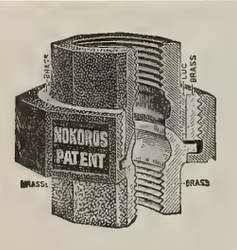
"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

GUARANTEED TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools, Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats, Flush Tanks, Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

GEORGE SERVICE JOHN L. WOOD

WOOD AND SERVICE

CONSTRUCTION ENGINEERS
79 Adelaide St. East - TORONTO

Industrial Plants—Plans, Estimates, Superintendence, Inspection.
Consulting Engineers for the **National Iron Works Limited, Steel and Radiation Limited, Etc.**

The Brand Stove Co. will erect a plant, costing $100,000, in Regina, Sask.

Additions are being made to the Colonial Knitting Co.'s factory, Guelph, Ont.

The Sun Life Assurance Co. of Canada, Montreal, Que., will erect an office building.

A warehouse, costing $160,000, is being erected in Calgary, Alta., by the Hudson Bay Co.

The Petrolea Motor Car Co., Petrolea, Ont., contemplate making an addition to their factory.

The Canadian Pacific Railway Co. have purchased a site for the erection of an office building.

Additions are being made to the Lake Superior Iron and Steel Co.'s plant, Sault Ste. Marie, Ont.

A six-story warehouse will be erected in London, Ont., for Elliott Marr & Co., wholesale grocers.

It is stated that the Duncan Lithographing Co., Hamilton, Ont., will erect a new factory in that city.

The British Columbia News Co., Vancouver, will erect an office building in New Westminster, B.C.

Additions are being made to the foundry and machine shop of R. F. Greene & Co., Kingsville, Ont.

A $50,000 foundry is being erected by the North-West Brass Foundry Co., of Montreal, in Calgary, Alta.

A flour mill and elevator, costing $500,000, is being erected in Regina, Sask., for the Regina Flour Mills Co.

R. W. Menzie, Toronto, contemplates erecting a factory for the manufacture of rubber goods in Cayuga, Ont.

Pyrce Jones (Canada) Ltd., Calgary, Alta., are making additions, costing $100,000, to their departmental stores.

A syndicate has purchased 300 acres of land in Ottawa, Ont., and will erect a plant for the manufacture of bricks and pottery.

A store and office building is being erected in New Westminster, B.C., by the British North America Securities Corporation, Ltd.

A two-story steel manufacturing plant, which will cost $300,000, will be erected in Quebec, Que., for the Quebec Structural Co.

A factory, costing $35,000, for the manufacture of chocolates, biscuits and general confectionery, is being erected in Medicine Hat, Alta., by J. H. Taber, of Calgary.

The B.C. Accident and Employers' Liability Insurance Company (head office, Vancouver, B.C.) is erecting a store and office building, costing $75,000, in Saskatoon, Sask.

A two-story paper plant, to cost $150,000, is being erected in Medicine Hat, Alta., by F. A. Barton and C. F. Schauto, Calgary. The plant will manufacture heavy wrapping paper and straw board.

JONQUIERE PULP COMPANY

—Manufacturers of—

PAPER

News Print
Manilla Paper

CARDBOARD

Tag
Card Middles
Patent White Coated
Colored Folding
Heavy Manillas
Wood Board
Sheathing
Special Cardboard

WOOD PULP

Ground Wood
Sulphite

LUMBER

Rough and Dressed
Spruce of all kinds

We Aim to Please
Correspondence Solicited

Mills—JONQUIERE, Que.

The Purchase Price is Not the Only Place to Save

VARNISH buying is more than price dickering.

There are other places to save—for the price of your finishing materials is but a small part of your finishing costs.

Varnish buying is really price, plus quality, plus YOUR shop conditions, plus the result YOU aim for.

These things should be stated the other way 'round, for the most important are the last two — the result and the shop conditions.

If you will take us into your confidence—and let us really get at your problems—you will find we can help you in many ways.

Manufacturers all over the Dominion are gradually waking up to the fact that the Berry Brothers' method of varnish selling offers them the best method of varnish buying.



ASK us to send one of our representatives TO YOU PERSONALLY. He will not try to sell you a bill of goods—or to convince you that our varnishes are best. He will simply seek your co-operation in allowing him to study your finishing methods—looking toward a decrease in finishing costs, reduction in time and labor of finishing, improvement in the quality of your finishing. You will be placed under no obligation by asking us to send him.

BERRY BROTHERS
The World's Largest Varnish Makers
WALKERVILLE, ONT.





Messrs. Campbell & Griffin are erecting a warehouse in Calgary, Alta.

Geo. Barr will erect plant for the manufacture of sand bricks in Estevan, Sask.

The Canadian Fairbanks-Morse Co. intend erecting a garage in Winnipeg, Man.

The Danville Chair & Specialty Co., Ltd., Danville, Que., are constructing a dry kiln.

Extensions are being planned for the Holeproof Hosiery Co. of Canada, London, Ont.

Offices and stores, costing $20,000, are being erected in Calgary, Alta., by Max Cohen.

The Schell Foundry and Machine Co., Ltd., Alexandria, Ont., are extending their plant.

Additions, costing $15,000, are being made to The Galt Shoe Mfg. Co.'s plant, Galt, Ont.

The Nova Scotia Shoe and Leather Co., Ltd., are erecting a $20,000 factory in Sydney, N.S.

Madison, Williams & Son, agents for the Ford Motor Co., Lindsay, Ont., are erecting an auto garage.

The West Canada Publishing Co., Ltd., has purchased a site for a seven-story plant in Winnipeg, Man.

The Dominion Chicle Co., London, Ont., have purchased the old Reid Building, and will double its plant.

A. Grossman & Son, Vancouver, B.C., have purchased a site for the erection of a ten-storey office building.

A warehouse and office building, to cost $100,000, will be erected by the Swift Canadian Co. in Victoria, B.C.

A sawmill, to be electrically driven, will be erected by the Canadian Puget Sound Lumber Co. in Esquimalt, B.C.

The Standard Drain Pipe Co., St. John's, Que., contemplate establishing a plant in the Grand Lake District, N.B.

A syndicate has purchased 300 acres in Hull, Que., and will erect a plant for the manufacture of bricks and pottery.

The Magog Foundry Co., Ltd., Magog, Que., has been incorporated with a capital of $49,500, and will erect a foundry.

The Thurber Syndicate contemplate erecting a machine shop, costing $25,000, in Kenora, Ont. Machines for the Thurber process of gold extraction will be manufactured.

A syndicate, represented by J. G. Gould, c-o Nesbitt & Gould, and the United Coke and Gas Co., New York, plan to erect a gas and coke plant, costing $4,000,000, in Hamilton, Ont.

The Forsyth Pulverizer Co., Ltd., has been organized, with a capital of $250,000. They will erect a plant in Toronto, Ont., for the manufacture of rock-crushing and mining machinery.

CONTENTS

Editorials 963

Executive Council Proceedings. By J. M. McIntosh 968

A Campaign to Prevent Fire. By H. Franklin Wentworth 971

Trade Marks, Their Piracy and Protection Abroad. By Egerton R. Case 978

The First Through Freight Train on the G. T. P. 981

Tunnels for Parcels Post 982

Transportation. By J. E. Walsh 984

Insurance. By E. P. Heaton 985

Customs. By J. R. K. Bristol 986

Legal Notes. By F. W. Wegenast 987

Catalogues 988

Index to Display Advertisements on next page

HAMILTON BRIDGE WORKS COMPANY LIMITED

HAMILTON - CANADA

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES AND BUILDINGS

FOR FACTORIES, OFFICES, WAREHOUSES, POWER STATIONS, MILL BUILDINGS OR ANY OTHER PURPOSES
FOR STEAM RAILWAYS, ELECTRIC RAILWAYS, HIGHWAYS, Etc., Etc.



New Transportation Building, Canadian National Exhibition.

INDEX TO DISPLAY ADVERTISEMENTS

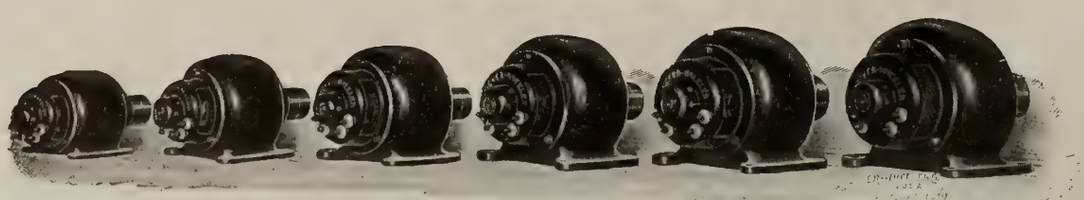
American Can Co. 948
Asbestos Mfg. Co., Limited 940
Atkins, E. C. Saw Co. 946
Ault & Wiborg Co. of Canada, Limited 936
Banfield, W. H. & Sons 1031
Beath, W. D. & Son, Limited 1017
Beatty, M. & Sons, Limited 936
Berlin Machine Works, Limited 917
Berry Bros. 949
Bertram, John & Sons Co., Limited 907
Boeckh Bros. Co., Limited 997
Boiler Inspection & Insurance Co. of Canada 951
Booth-Coulter Copper & Brass Co., Limited 955
Bradstreets 1031
Brandon 910
Brigdens, Ltd ..... 959 and 960
British American Oil Co., Ltd ..... Inside Front Cover
B.C. Mills Timber & Trading Co. 944
Calgary 909
Canada Foundry Co., Limited 1009
Canada Iron Corporation, Limited 950
Canada Machinery Corporation, Limited 933
Canada Metal Co., Limited 1025
Canada Wire & Iron Goods Co. 1004
Canadian Appraisal Co., Limited 938
Canadian Bank of Commerce ..... 1001 and 1002
Canadian Billings & Spencer, Limited 1031
Canadian Boomer & Boschert Press Co., Ltd. 918
Canadian Bridge Co., Limited 1015
Canadian Car and Foundry Co., Limited 937
Canadian Consolidated Rubber Co., Limited ..... Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 904
Canadian Drawn Steel Co., Limited 918
Canadian Fairbanks-Morse Co., Limited 934, 1006
Canadian Hart Wheels, Limited 939
Canadian H. W. Johns-Manville Co., Ltd. 943
Canadian Manufacturers Association ..... 941 and 942
Canadian Oil Companies, Ltd ..... Inside Front Cover
Canadian Pacific Railway 1023
Canadian Steel Foundries, Limited 937
Canadian Street Car Advertising Co., Limited 905
Canadian Sunbeam Lamp Co., Limited 952
Canadian Tube & Iron Co., Limited 1005
Canadian Westinghouse Co., Limited 961
Chapman Double Ball Bearing Co. of Canada, Limited 958
Conduits Co., Limited 1007
Consolidated Mining & Smelting Co. of Canada, Limited 1011
Coquitlam 801
Dart Union Co., Limited 929
Davidson, The Thos. Manufacturing Co., Ltd. 1029
Dennis Wire & Iron Works Co., Limited 954
Dodge Mfg. Co., Limited 920
Dominion Abrasive Wheel Co., Limited 1031
Dominion Bank 999
Dominion Creosoting Co., Limited 1017
Dominion Express Co. 939
Dominion Paper Box Co., Limited 946
Dominion Steel Castings Co., Limited 1015
Dominion Textile Co., Limited 956
Dougall Varnish Co., Limited ..... Inside Back Cover
Eddy, E. B. Co., Limited 1013
Elder, Dempster & Co. 1021
Esdale Press 931
Eureka Mineral Wool & Asbestos Co. 928
Ford Motor Company of Canada, Limited 925
Franco-Canadian Welding Co. 1011
Galt Malleable Iron Co., Limited 1027
General Fire Equipment Co., Limited 1025
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The ..... 931 and 932
Goderich Organ Co., Limited, The 1010
Goldie & McCulloch Co., Limited, The 916
Goodyear Tire & Rubber Co. of Canada, Ltd. 1032
Gourlay, Winter & Leeming 940
Gramm Motor Truck Co. of Canada, Ltd., The 924
Graselli Chemical Co., Limited 1005
Greening, The B. Wire Co., Limited 957
Greey, Wm. & J. G. 962
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover
Hamilton Bridge Works Co., Limited 903
Hinde & Dauch Paper Co. 945
Hough Lithographing Co., Limited 931
Imperial Oil Co., Limited 1020
Imperial Wire and Cable Co., Limited 917
Inglis, John Co., Limited 919
International Engineering Co. 939
International Varnish Co., Limited 927
Jeffrey Manufacturing Co. 951
Jenckes Machine Co., Limited 962
Jones, J. L. Engraving Co., Limited 1025
Jones & Moore Electric Co., Limited 950
Jonquiere Pulp Co 949
Kerr Engine Co., Limited, The 936
L'Air Liquid Society 995
Leonard, E., & Sons 930
London & Lancashire Fire Insurance Co., Ltd. 1031
Lumen Bearing Co. 950
Lysaght, John, Limited ..... Inside Back Cover
MacDonald Mfg. Co. 910
Manitoba Gypsum Co., Limited 1010
Martin Corrugated Paper and Box Co., Limited 946
Massey-Harris Co., Limited 955
McDougall, The R. Co., Limited 935
McLaren, D. K., Limited 925
McLaren, J. C., Belting Co., Limited 925
McLean, R. G. ..... 941 and 942
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 906
Merchants Mutual Steamship Co. 1021
Metallic Roofing Co., Limited 1007
Metal Shingle and Siding Co., Limited 1008
Mitchell, Robt. Co., Limited 955
Montreal Lithographing Co., Limited 1007
Morrow, John, Screw and Nut Co., Limited 952
Morton, Phillips & Co. 1031
National Acme Manufacturing Co., The 913
National Machinery and Supply Co., Limited 954
New Brunswick Pulp and Paper Co., Limited 948
New Zealand Shipping Co., Limited 1004
Nichols Chemical Co., Limited, The 1029
Nicholson File Co. 1029
Northern Aluminum Co., Limited 1008
Northern Electric and Mfg. Co., Ltd. 995
Nova Scotia Steel and Coal Co., Limited 953
Ontario Government Notices 948
Ontario Wind Engine and Pump Co., Limited 1015
Ormsby, A. B., Limited 957
Otterville Mfg. Co., Limited 1010
Page-Hersey Iron, Tube and Lead Co., Limited 953
Packard Electric Co., Limited 954
Pedlar People 914
Peerless Carbon and Ribbon Manufacturing Co., Limited 929
Penman's Limited 951
Phillips, Eugene F., Electrical Works, Limited 1027
Pickford & Black Steamship Co., Limited 1021
Pinchin, Johnson & Co. (Canada) Limited 928
Polson Iron Works, Limited 1027
Pratt & Letchworth Co., Ltd ..... Inside Front Cover
Pringle, T. & Sons 915
Purdy, Mansell Limited 927
Regina 908
Regina Storage and Forwarding Co., Limited 929
Rhodes, Curry Company, Limited 937
Riordan Paper Co., Limited 947
Ritchie & Ramsay, Limited ..... 921, 922 and 947
Rockwood Sprinkler Co. of Canada, Ltd 810, 926
Rolland Paper Co., Limited, The 947
Royal Bank of Canada 1002
Russell Motor Car Co., Limited 923
Scarfe & Co. 928
Sheldons, Limited 958
Smart-Woods Limited 1003
Smith, Howard Paper Mills, Limited 943
Southam Press ..... 911 and 912
Standard Paint 1007
Structural Steel Company, Limited 1015
Tallman Brass and Metal Co. 938
Thomson, Tilley & Johnston 1027
Thompson & Norris Co. of Canada, Limited ..... Outside Back Cover
Toronto Hydro-Electric System 993
Trussed Concrete Steel Co. of Canada, Limited 1006
Union Drawn Steel Co. Limited 918
United Typewriter Co., Limited 1006
Vogel Co. of Canada, Limited 927
Walker, Hiram & Sons 1019
Waterous Engine Works Co., Limited 930
Winnipeg 908
Wood & Service 1010

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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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The Farmers and the Navy.

THE Western grain growers Associations and Dominion Grange continue to declare that they are opposed to both naval policies now before the House of Commons and that, in the interests of universal peace, no money should be voted by Canada for naval defence. They are also saying that war is unchristian; that it should be abolished; that the arts of peace should be cultivated, and that nations should be taught to love and trust one another.

"'Tis a consummation devoutly to be wished," but, while few quarrel with these innocent platitudes, many inquire how much admirable ideals can be realized. The grain growers reply, "by firmly opposing any expenditures whatever of the public monies for the construction of naval armament."

Why did not the grain growers entertain themselves by announcing that the vice and crime of our nation are unchristian; that these evils should be abolished, and that criminals should be inspired by the love of honor and justice. Then, if we asked how these happy results could be attained, they might answer, "by firmly opposing any expenditure whatever of the public monies for the maintenance of police," a policy which would leave our women and children and homes exposed to the guile and violence of the murderous felon and the thief who prowls by night.

We acknowledge that the desire to abolish war should be cherished by all civilized nations, but is there any gain in saying that there is peace when there is no peace, and in the face of the grim fact that the world is constantly in a state of actual or imminent conflict.

Would the grain growers' view on naval defence be altered by a Japanese or Chinese invasion? If a horde of yellow men swept over their peaceful prairie farms with the devastating violence of the Huns of Attila, leaving desolation and bloodshed in their track, would the grain growers still fail to attach any importance to the maintenance of a squadron on the Pacific? If the yellow men set up a tyranny and governed the grain growers with all the ruthless cruelty of Orientals, would the grain growers still clasp to their bosoms the white ideal of peace? If the trade routes by which the wheat of the prairies is sent to foreign markets were blocked by hostile ships in an endeavor to starve Great Britain into submission, would the grain growers still denounce as folly the building of men-of-war?

The obvious method of evading the above questions is to ridicule the possibility of a yellow invasion or similar disaster. It is easy, though not always wise, to scoff at storms when the sky is clear, but, for that matter, the sky of international politics is far from clear. We have just witnessed in the Balkan conflict, one of the most appalling wars in history, and this war followed hard upon the heels of the Italian-Turkish war, in itself a bloody contest. The anæmic declarations of members of the Grain Growers Associations and Dominion Grange seem trange talk for men who have fought with such unbending courage the storms and frosts and droughts of the prai-

ries, who have wrested plenty from a grudging wilderness and whose fathers worked in savage infested clearings with their rifles at their hands. How can such men fail to realize that, even as our primeval forest cast its living shadows over the rude French and English settlements, too often engaged in desperate conflicts, there looms to-day behind the frontier of civilized nations, isolated in armed and hostile camps, the dark and sinister cloud of awakening barbarism! History records how often ancient and noble civilizations have been submerged by the onslaughts of barbaric and semi-barbaric peoples, and it is disquieting and humiliating to admit that intervening between the culture and morality of our Canadian civilization and destruction is only a sword, and the sword is not our sword. We till our land and market our grain and build our cities and enjoy ourselves in peace, not because peace is the universal law, but because the British flag is supreme at sea; and weaker nations have done likewise, for this British supremacy has been a power for good and not the agent of evil.

This lotus-eating indifference of the grain growers and farmers reveals no inherent lack of courage, for history shows how terrible a fighting man is the peace-loving farmer when he is convinced that war is inevitable. Who crumpled the flower of Stuart chivalry? The peaceful farmers who composed "Cromwell's Ironsides." Who overwhelmed the British regulars in the American Revolution? Peaceful farmers who took down their rifles from the walls of log cabins. Who humbled the great strategists of the Southern States? Peaceful farmers from the North. And who taxed the courage and resources of the British Empire in South Africa? Peaceful farmers from the veldt. And if Britain were in an apparent struggle for existence, who would forget the counsels of the pallid peacemakers and rush to the defence of their country? These Canadian grain growers and grangers, who have been denouncing war. No one doubts that they are willing to fight if necessary, but they must be more than willing, they must be "ready, aye, ready."

Our agriculture and industry, our homes and our lives must be defended, if not by Britain, by ourselves; and as either method must be financed, there is no escape from payment. Both political parties in Canada are pledged to naval defence. It would be hard to decide which of the two, the Liberal party, led by a distinguished and loyal French-Canadian, or the Conservative party, led by a distinguished and loyal Nova Scotian, is the more determined that Canada shall contribute to the naval defence of the British Empire. Either scheme proposed will lighten the burden of Britain, and there may yet be a non-political compromise of the two schemes. We believe that the people of the country are in sympathy with the spirit actuating both parties, and we hope that the grain growers and farmers will not form a discontented minority in a nation determined to maintain its self-respect.

Universities and Bricks.

THE recent request of delegates from the Canadian Clay Products Manufacturers Association for the establishment of a Chair of Ceramics in the Faculty of Applied Science in the University of Toronto illustrates the increasing interest which practical men are taking in scientific and specialized education. If co-operation between manufacturers and professors will produce better bricks, let them co-operate. It is only another form of technical education.

Brick Plants for Clay Lands.

LESSEES of western clay lands must make bricks. A recent Dominion Order-in-Council provides that the lessee of a clay location shall, within two years, erect a plant capable of manufacturing not less than 100,000 bricks per annum, and shall continue to manufacture at the above minimum rate. In discouraging speculation on clay lands and in taking steps to dot the prairies with brick plants, the Government has taken two long strides forward.

Burning Water.

SERIOUS fires have started from oil, tar or other inflammable materials, discharged upon bodies of water adjoining cities. The periodic conflagrations of the Chicago River have caused great damage and endless trouble. Fighting burning water is a difficult task. Men accustomed to quench flames with water grow discouraged when they see their agent allied with the enemy. Consequently, nobody but offenders will condemn the recent Order-in-Council of the Canadian Government, which prohibits the discharge or disposal of any inflammable substance in the water of any harbor in the Dominion on pain of a heavy penalty.

Workmen's Compensation in Washington.

WORKMEN'S Compensation in the Province of Ontario will soon be decided and, as probably many features of the Washington Act will be incorporated in the Ontario Act, the financial statement for the period between Oct. 1st, 1911, and Dec. 31st, 1912, which has been issued recently by the Industrial Insurance Commission of Washington, is of interest. The industries of the State are grouped into 48 classes, each class compensating the workmen of its members. The total amount paid in for the fifteen months was $1,356,457, the amount paid out was $658,848, pensions amounted to $31,701, a balance of $332,357 has been reserved on proved claims, and a balance of $333,519 is still in the treasury. During the period 243 deaths occurred from accidents, 148 of which required pensions and 95 of which required no pensions.

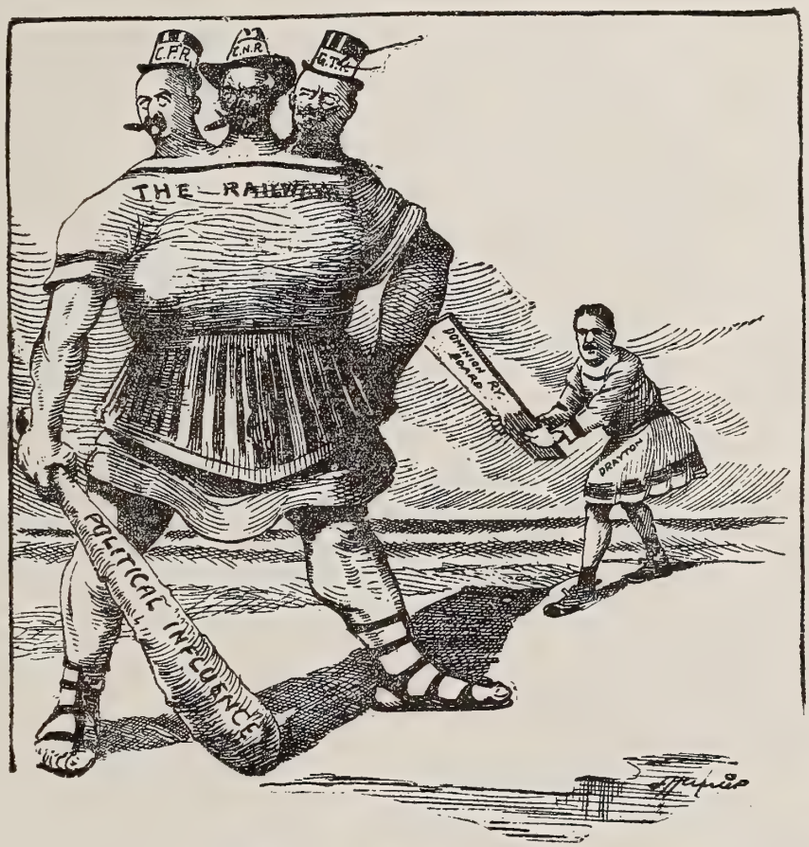
The total number of cases dealt with by the commission during the period was 12,502. Of these 9,111 were disposed of finally; 335 were the result of fatalities; 4 were compensation for total permanent disability; 565 were rejections; 401 were suspensions; and in 2,006 cases there were no claims.

Lumbering is the class in which most accidents occur. It includes 12,037 employers and 42,164 employees. The total amount paid in was $479,605, claims amounted to $317,264, pensions amounted to $16,309, and the reserve balance on proved claims amounted to $140,439, leaving a balance in the fund of $5,392. 55 pensions were granted, and 49 deaths requiring no pensions occurrred.

The industry standing second in hazards was coal mining. It is represented by 41 employers and 4,277 employees. The amount paid was $1,144,276; claims paid, $52,393; pensions paid, $4,366; balances reserved in proved claims, $41,591; balance, $15,074. During the period there were 16 pensions, and 7 deaths requiring no pensions.

It is interesting to notice the various grounds on which claims for compensation were rejected. Among these were: "going to work"; "returning from work"; "during pauses in work hours"; "playing, scuffling, or personal assaults and encounters"; "away from plant or premises"; "intoxication"; "insufficient proof of resulting injury from proven accident"; "occupational disease"; "no attending physician"; "no time loss sustained"; and "fully compensated for time loss by employer."

Although the schedule of benefits is generous, the administration of the Act is so economical and the results are so apparent that the employers of Washington are well satisfied with the system and would ridicule the idea of reverting to compensation through the law courts.



CAN HE REACH THE GIANT?

Toronto World

No General Strikes.

THE fourth attempt of the Federation of Labor to create a general strike in Paris, France, has failed. Consequently, the determination of the Federation to demonstrate its ability to paralyze the heart of France has only resulted in the exposure of its own weakness. On the whole, the general strikes recently called in England were ineffective. The people of any nation will not submit to the tyranny of the general strike, which is especially iniquitous because it brings suffering to thousands of innocent people who have no control over the issues between employers and employees.

Exhibitions.

MANUFACTURERS are well aware of the trouble and expense involved in displaying their goods at exhibitions. They do not want to attend all that are held, but they are afraid to stay at home lest their rivals outstrip them in the struggle for publicity. Large amounts of money are needed for transportation, extra employees, damages and special advertising. No doubt the manufacturer benefits from displaying his products at a few important exhibitions, but his gains are often consumed by the losses sustained at a multitude of small fairs.

A conference of European manufacturers has recently been held at Berlin, Germany, for the purpose of limiting the number of international exhibitions. Those present agreed to attend such exhibitions only at intervals of three years, and to discourage any country from holding an exhibition more than once in ten years.

Thus they will retain the benefit accruing from exhibitions while eliminating the loss and annoyances which too frequently result from them.

The Canadian Trade Index.

THE Canadian Trade Index, which is published every three years by the Association, is in course of preparation at the head office, Toronto, and will appear next summer. This book will be a volume of ready reference. As usual, the industries will be grouped and the various manufacturers included with the groups to which they belong. In addition, much valuable information of interest to manufacturers will be published.

Japanese Competition in Cotton.

CANADIAN manufacturers of cotton goods view with alarm the remarkable development of the cotton industry in Japan. Twenty years ago Japan manufactured scarcely any cotton textiles, and up till ten years ago her exports of these goods were negligible. For the year ending June 30, 1911, Japan exported 116,244,000 pounds of cotton yarn and 107,000,000 yards of cotton piece goods. Japanese cotton mills work 22 hours per day, employing two shifts of hands. The men get 22 cents per day, the women 14 cents per day and the children 7 or 8 cents per day of 11 hours. 16,000 looms, in addition to the hand looms in private homes, are in operation. How could our textile mills hope to compete with Japanese mills, which run 22 hours per day and pay rice-eaters' wages? The last census shows that Canada has 26 factories, capitalized at $33,091,344, employing 13,041 people, paying $4,828,527 in wages, and manufacturing goods valued at $24,584,931, engaged in the cotton industry. The average wage paid each cotton operator in Canada, including women, and children over fourteen, is $370 per annum. In Japan the average is less than $50 per annum.

The manufactured cottons of Japan are kept out of Canada by the tariff. Remove that, and the Canadian mills and their 13,000 operators would suffer. Yet Free Traders clamor for the application of their ruinous theory, even to the cotton industry.



Better think twice before he chops it down.
—American Economist

Bank of Commerce Review.

WHEN a great financial concern like the Canadian Bank of Commerce prepares a review of business conditions, such a review cannot fail to be a valuable production. The bank has branches in all parts of Canada, which constitute bureaus of information in charge of experts, whose training has taught them, above all things, to observe and interpret conditions. The bank's review for 1912 has earned the appreciative comment which it has received in the most important Canadian newspapers. The provinces are dealt with separately in exhaustive analyses and additional chapters are included on the United States, Mexico and Great Britain. Perhaps the distinctive feature of the review is its note of conservative optimism regarding the commercial and financial outlook for Canada during the next few years.

Rise in Iron and Steel.

THE boom in iron and steel will probably mean serious increases in the prices of iron and steel manufactures. During the past year the manufacturers of pig iron in Staffordshire, England, raised their prices four times. Reports from other parts of England show that the iron works, although at their greatest capacity, cannot supply the demand for metal. Similar conditions prevail on this continent. The vast amount of building in the United States and Canada requires great quantities of iron and steel, not only for raw material, but also for machinery and fittings. The Canadian manufacturer will have to reckon with this when he builds his steel and concrete factory, equips it with machinery, and keeps it in repair.

Enlarging the Home Market.

CANADA'S home market is growing, as the immigration returns continue to surpass all previous records. During the nine months, April 1st to December 31st, 1912, 334,083 immigrants arrived at ocean ports and 113,798 from the United States.

These figures show an increase of 14 per cent. as compared with the number of arrivals of the corresponding months of 1911, which were 185,151 at ocean ports and 107,356 from the United States, making a total for the nine months period last year of 292,516 persons.

During the month of December, 12,025 immigrants arrived, 7,262 from ocean ports and 5,763 from the United States, as against 10,724 for December, 1911.

A great number of these immigrants have brought substantial sums of money, which will be spent for farm implements, clothing and furniture. They must buy the necessities, comforts and luxuries of life, according to their means. Every good immigrant adds to the prosperity of the manufacturers of Canada.

Railway Growth and Rates.

TWO thousand nine hundred and fifty-three additional miles of railway were put in operation during the twelve months ending June 30th, 1912, according to statistics tabled in the House of Commons in January. 1,738 miles are ready for operation, and 10,000 miles are under construction. The total railway mileage of Canada is now over 30,000, exclusive of sidings, and double tracking. Generosity towards the railways is indicated by the fact that federal, provincial and municipal aid now totals over $208,000,000, in addition to 56,000,000 acres of land grants. During the year there was an increase of 4,026,463 passengers; of 9,560,049 tons of freight, and of $10,978,504 in net earnings.

These figures are very satisfactory, but they draw attention to the freight rates case now before the Railway Commission. Why is it being adjourned with such monotonous regularity? Since the railways are so prosperous, why should they not adjust their rates?

The Success of the Hydro-Electric.

ENEMIES of the Ontario Hydro-Electric Commission, who prophesied black failure for this public enterprise, should have their allegations refuted by the statistics of the annual financial statement. A total revenue of $511,801.88, minus expenditures amounting to $456,635.43, leaves a surplus of $55,165.45. In anticipation of another surplus next year, the Commission made a substantial reduction of rates, which was welcome tidings to Ontario manufacturers. It is more agreeable for consumers to watch a surplus reduce Hydro rates than to watch it increase the dividends declared by private corporations.

Insurance on the St. Lawrence Route.

WHEN Hon. J. D. Hazen, Minister of Marine, during his speech to the Canadian Manufacturers convention at Ottawa last fall, invited the members to co-operate with other shippers and producers in an endeavor to get a reduction of marine insurance rates on the St. Lawrence route from Lloyd's, he opened up a great question which has concerned Canadians for many years.

The B. N. A. clause of Lloyd's, by imposing high rates on St. Lawrence shipping, discriminates against Canada in favor of New York and Boston. Lloyd's admit that their rates are high, but say in defence that if they are lowered they cannot make underwriting pay, because of the hazards of the route.

It seems unfortunate that, when interest had been at last aroused and action on the part of Canadians seemed possible, the elements should come to the rescue of Lloyd's and by their inclemency bolster up the arguments of the underwriters. Last season was a severe one in the history of navigation. Twenty-six accidents occurred to vessels on the St. Lawrence route. Among these was the stranding of the "Royal George," the sinking of the "William Hackett," the foundering of the "Helvetia," the wrecking of the "S. K. Celestine," and the ramming of the "Virginian." Fortunately, no lives were lost and no serious accidents happened above Quebec. In not a few cases, where pilots were to blame, the route should be exonerated. It will scarcely be fair on the part of Lloyd's to point to the casualty list of 1912, which was a bad year, in reply to a reasonable request for a reduction of the marine insurance rates on the St. Lawrence.

The Dominion Bank.

THE annual statement of the Dominion Bank, which appears elsewhere in this issue, is one which should bring satisfaction to directors, managers and shareholders. During recent years, the progress of this institution has been so rapid that it has attracted the favorable comment of representative financial men. When rapid progress is allied with conservative principles, as in the case of the Dominion Bank, depositors as well as shareholders realize that prosperity is not secured by the sacrifice of safety. The outlook of the Bank for 1913 is so good that the public may expect a report for this year which will be even better than that now presented for 1912.



The above Cartoon from the American Economist would apply as well to Canada as to the United States.

EXECUTIVE COUNCIL PROCEEDINGS

By J. M. McINTOSH
Acting Secretary, C.M.A.

Fifty-two new members were added to the Association in January. The Western freight rates enquiry has been adjourned. Workmen's Compention is progressing towards settlement. Registration of Trade Marks.

AT the January meeting of the Executive Council, Mr. C. B. Gordon of Montreal, Vice-President of the Association, was in the chair, and members were present from all along the line between Quebec and Windsor.

The Membership Committee were able to show that they were not resting on their oars, and asked the Council to accept the applications of 52 new members. The names of those who have come into the fold are:

Aurora, Ont.
- Underhill's, Limited.

Belleville, Ont.
- Belleville Cider & Vinegar Co., Ltd.

Bridgeburg, Ont.
- The Mentholatum Company.

Calgary, Alta.
- International Harvester Co. (J. A. Brookbank, 11th).

Hamilton, Ont.
- John Duff & Son, Ltd.
- Otis-Fensom Elevator Co., Ltd. (R. Wilson, 2nd).

Lennoxville, Que.
- Eastern Townships Brick & Mfg. Co.

London, Ont.
- Roberts Engraving Co.

Montreal, Que.
- Asbestos Corporation Co. of Can., Ltd.
- Dominion Flour Mills, Ltd.
- J. B. Gratton, Ltd.
- Industrial & Technical Press, Ltd.
- Kervan-Doig, Ltd. (P. A. Doig, 2nd).
- Kingsbury Footwear Co., Ltd. (W. F. Martin, 2nd).
- Quinlan Cut Stone Ltd.
- The Standard Paper Box Co., Ltd.
- Morrison Quarry Co.
- Smeaton Bros.

Morell, P.E.I.
- Morell Starch Co., Ltd.

New Westminster, B.C.
- The Dominion Wood Pipe Co., Ltd.

Norwood, Man.
- The Acme Sash & Door Co., Ltd.

Ottawa, Ont.
- The Brading Brewing Co., Ltd.
- The Parker Broom Co.
- The Two Macs, Limited.
- Ottawa Photo Engraving Co.
- M. J. Wilson & Sons.

Portage la Prairie, Man.
- Stephens Brick Co., Ltd.

Preston, Ont.
- Preston Woodworking Machinery Co., Ltd.

St. Boniface, Man.
- The Cusson Lumber Co., Ltd.
- General Machinery Mfg. Co., Ltd.

St. John, N.B.
- J. M. Humphrey Co.

Toronto.
- American Hat Frame Mfg. Co.
- Anderson MacBeth, Limited.
- The Boyd Bramwell Co., Ltd.
- Brodey-Draimin Fur Co.
- Canada Glass Mantels & Tiles, Ltd.
- Edwards & Edwards.
- Lowe Bros., Limited.
- One Minute Manufacturing Co., Ltd.
- C. H. Westwood Mfg. Co.

Truro, N.S.
- Stanfield's, Limited.

Vancouver, B.C.
- The Mooney Biscuit & Candy Co., Ltd. (W. A. Blott, 4th.)

Walkerville, Ont.
- Northern Crane Works Ltd.

Winnipeg, Man.
- E. H. Briggs Co., Ltd.
- Crescent Creamery Co., Ltd.
- The Garlock Packing Co. (Wm. J. Usher, 2nd).
- The Hugh C. MacLean Co., Ltd. (D. W. B. Spry, 2nd).
- The A. B. Ormsby Co., Ltd. (J. D. Ormsby, 2nd).
- Porte & Markle, Limited.
- The Western King Garment Co.

Yorkton, Sask.
- International Harvester Co. (J. A. Tanner, 10th).

FINANCES.

The Finance Committee reported that, from the monthly statements submitted, they are satisfied that the Association is keeping its expenditure well within its revenue.

It is probable that before next month's Council Meeting the Auditor's statement will be revised by adjusting the estimate of available revenue on a basis more in keeping with the increased revenue at the disposal of the Association this year.

A resolution was passed authorizing Mr. J. M. McIntosh to act for Mr. G. M. Murray the Secretary, during the latter's absence from the office.

INDUSTRIAL CANADA.

INDUSTRIAL CANADA continues to maintain a satisfactory balance on the right side between income and expenditure. For the five months period ending Dec. 31st, the surplus earnings were $2,758.76. In this connection we would call your attention to the fact that the paper has been increased in size and that the issue has grown from 3,600 per month to 4,100. In addition, a colored insert setting forth the work of the Association is being published monthly at the request of the Reception and Membership Committee.

Arrangements are being completed for the publication and distribution of the essays which won INDUSTRIAL CANADA prizes in the different Universities and Agricultural Colleges. Already a number of awards have been made and one essay has been published in INDUSTRIAL CANADA.

Trade Index.

The publication of the Trade Index will proceed immediately. The new volume which will come out this summer will contain much commercial and industrial information of constant use in the office. Its scope will be greatly enlarged.

In view of the greater cost of production and the very considerable additional matter to be included in the book, advertising rates for the Trade Index have been fixed at $75 full page, $40 half page, and $25 quarter page.

Cartage Rates.

As reported verbally at the last meeting of the Council, the Board of Railway Commissioners allowed the railway companies to increase their tonnage rate from 2 to 2½ cents per 100 lbs., but refused to allow them to increase the charge for "smalls" from 15 to 20 cents. The companies had filed tariffs increasing the rate from 2 to 3 cents in Montreal, Toronto and Hamilton, and from 2 to 2½ cents at other cartage points. The new tariffs take effect on the 27th instant.

Western Freight Rates Enquiry.

The Board of Railway Commissioners resumed the hearing in this matter at sittings in Ottawa on January 7th to 11th, inclusive. In the cross-examination of the Railway Companies' witnesses, Counsel engaged by the Federal Government to assist the Board in the enquiry announced that they would take up the broader question of the reasonableness of the rates later.

It was brought out that the exhibits filed by the railway companies at the former hearing were not a fair comparison of actual conditions, in that they were a comparison of the maximum standard mileage tariffs in effect in 1886 with the tariffs under which traffic now moves; also that they consisted of comparisons of rates in Western Canada with the rates in contiguous United States territory, compiled to show the carriers' side of the case to the best possible advantage. In a number of cases it was shown that the highest rates in United States territory adjacent were selected as against the most favorable rates in Western Canada. The explanation offered by the Canadian Pacific Railway was that their exhibits were filed in answer to a memorial from the Winnipeg Board of Trade to the Federal Government showing that practically no reduction had been made in rates in the West since the completion of the road.

The Vice-President of the Canadian Northern Railway under cross-examination stated that his railway was the first to make any serious reduction in rates in the West; that it was made in compliance with an agreement with the Manitoba Government, and that this action on its part forced the Canadian Pacific Railway to follow suit. He admitted that his company knew at the time that the Canadian Pacific Railway had been favored with cash and land grants. Notwithstanding this his Company continued to extend its lines in the West.

Counsel undertook to establish that the only substantial reductions in rates which had been made in the West in the past fifteen years were the result of the Crow's Nest Pass Agreement; the agreement with the Manitoba Government above referred to, and the order of the Board of Railway Commissioners in the Regina Rate Case.

In closing the hearing the Chairman remarked that the evidence so far was of a destructive character, and that the Board had heard quite sufficient of it; that it now wanted something of a constructive nature.

An adjournment was made "*sine die*" for the purpose of further checking the exhibits and tariffs filed and giving the Government Counsel time to prepare for the real question, namely, the reasonableness of the rates in themselves.

Rates on Lumber from Southern United States Points to Canadian Destinations.

The Interstate Commerce Commission held sittings in this matter in St. Louis on the 16th and 17th of December. As there was not sufficient time to hear all of the parties interested, the proposed tariffs were further suspended until June 30th, 1913. There will be another hearing in Cincinnati on the 24th and 25th insts., and the Manager of the Department has been instructed to attend in the interests of our members.

Steamship Service Between Atlantic and Pacific via Panama Canal.

Your committee advised some time ago that a proposition had been submitted to it to endorse a scheme leading to a subsidy for a steamship service between Canadian Atlantic and Pacific coast ports. Those interested were advised that the Association would be prepared to patronize such a service just so long as it enabled our members to meet foreign competition in Canadian territory.

On further representations being made to your Committee, the Manager of the Department was instructed to advise the interested parties that no other action could be taken in this matter until such time as they could set before the Committee in concrete form something more tangible than that heretofore submitted.

Your Committee also dealt with the following matters:—Proposed revision minimum carload weights; allowances from track scale weights; reciprocal demurrage; regulations for the transportation of dangerous articles other than explosives; telegraph enquiry; express rates and conditions of carriage. These matters will be reported on at a later date.

PARLIAMENTARY COMMITTEE.

The Parliamentary Committee reported that they had considered the following matters, which would be of very deep interest to all our members:

Bankruptcy Law.

Some discussion has taken place in the press upon the desirability of the adoption of a bankruptcy law for the Dominion and the establishment of a system of bankruptcy courts. Your Committee regard the general proposal with favor and believe it might be wise to take action either alone or in conjunction with other representative bodies for the introduction of a bankruptcy system. It is believed, however, that the matter could be better dealt with in the form of a concrete proposition and the Legal Secretary has been instructed to prepare a report embodying a concrete proposition to be considered by the Committee and reported upon to the Council.

Commercial Courts.

In connection with the proposition of a system of bankruptcy courts it is believed that the question of a series of commercial courts might well be considered. At the

Annual Meeting of 1911 a resolution of the Montreal Branch looking toward a system of commercial courts was referred to the Parliamentary Committee. The matter has been allowed to lie in abeyance since that time but the Legal Secretary has been instructed to report upon this question in connection with the question of a bankruptcy system. The general suggestion which your Committee has considered is that of a system of courts under Dominion jurisdiction in the principal business centres of the Dominion with power to adjudicate upon, and collect claims in connection with, commercial transactions and in particular commercial transactions of an inter-provincial character. It is suggested that such a system of courts could be operated in conjunction with a system of bankruptcy courts.

Registration of Trade Marks.

The attention of the Committee has been called to the fact that no convention for the reciprocal recognition of trade marks and trade names exists between Canada and the Scandinavian countries—Norway, Sweden and Denmark. The Legal Secretary has been instructed to call the attention of the Department of Trade and Commerce to the matter with a view to ascertaining whether it is possible to secure such a convention.

WORKMEN'S COMPENSATION.

This problem appears to be progressing towards its final stages but important developments have taken place recently in connection with the inquiry before the Ontario Commissioner, Sir William Meredith. On the eve of the departure of Sir William Meredith in August last for Europe, the Canadian Pacific Railway announced its intention of presenting some evidence to the Commissioner on his return. Upon the resumption of the inquiry last month the employers' liability companies also asked for an opportunity to present evidence. Subsequently the C.P.R. brought before the Commissioner Mr. S. H. Wolfe and Mr. P. T. Sherman, representatives of the liability insurance interests in the United States, and joined with the liability insurance companies in a general attack upon the proposition submitted to the Commissioner on behalf of this Association and the arguments in support of it. In order to meet this belated attack the Committee thought it well to bring before the Commissioner Mr. F. W. Hinsdale, chief auditor of the Industrial Insurance Commission of the State of Washington. Mr. Hinsdale appeared before the Commissioner at two sittings last week and has been assisting Mr. Wegenast in preparing his case against the liability companies.

Present indications are that the campaign of the railways and the liability companies has resulted merely in the Commissioner's tentatively proposing to leave railway companies out of the general scheme of grouping under the proposed Act by providing that each railway may directly pay the cost of compensating accidents in its own system. Your Committee feel that while it is opposed on principle to an exception in favor of the railways, it would probably be found more convenient from the standpoint of manufacturing industries if, in the initial stages of the system, the railways were not included and it was accordingly deemed not wise to press for the inclusion of railways.

For a similar reason it was decided not to press for an inclusion of agricultural and other classes not usually included under the term "industrial." While we believe that considerable weight could have been thrown behind the proposition to include agricultural classes, our inconsistence upon such a policy would have caused considerable embarrassment to the Government, and would have, we believe, greatly lessened the Association's influence in shaping the form and organization of the system, besides discrediting to some extent in the eyes of the labor element and the general public the work which we have done thus far.

The Commissioner held a sitting to give a final hearing to the labor interests after which he announced that a round table conference is to take place with a view to arriving at an agreement upon the details of the Act.

Your Committee will continue to give the whole matter their closest attention.

Toronto Branch.

The Executive Committee of the Toronto Branch brought in a resolution endorsing a proposal made by way of petition to Sir Edmund Osler, M.P., Chairman of the Committee on Public Health of the Conservation Commission, suggesting that the Government of Canada invite Mr. Thos. Adams, of the Local Government Board of Great Britain, to visit Canada for the purpose of conferring with the Provincial Governments and cities in regard to housing conditions. This proposal caused some discussion, in which opinions were expressed that Canadians were quite competent to settle their own housing problems, but this served the purpose of bringing forth the fact that Mr. Thos. Adams had a continental reputation as an expert on the housing problem. His advice would be sought in connection with framing proper legislation adapted from legislation in effect in the older countries where housing problems have been considered for centuries.

Fire Prevention.

The Toronto Branch has been giving much time and consideration to the question of fire prevention, the result of which has been that a proposal to organize a Provincial Fire Prevention Association has been made. Until the new Association is established on a basis that will ensure its permanency, the Canadian Manufacturers Association will be required to support it by allowing one of its Executive staff to do the secretarial work. Much is to be expected of this new Association and it is hoped that it will receive every possible support from the members of the C. M. A.

ENGRAVERS MEET.

A most successful meeting of engravers was held in the Association offices on December 30th, at which fully two-thirds of the Canadian firms engaged in the business were represented. Delegates came from Winnipeg, Ottawa, Montreal, London, Hamilton and Toronto. They decided to organize, with the following officers:—President, Mr. C. R. McCullough, Ontario Engraving Company, Hamilton; Ontario Vice-President, Mr. George Brigden, Brigden's, Limited, Toronto; Quebec Vice-President, Mr. B. T. Campbell, Standard Engraving Company, Montreal; Western Vice-President, Mr. E. J. Ransom, Ransom Engraving Company, Winnipeg; Secretary, Mr. H. H. Watts, Grip, Limited, Toronto.

GERMANYS GOOD YEAR.

Germany's trade for 1912 showed great increases both in imports and exports, according to the official preliminary estimates. The imports for the year totalled $2,573,000,000 or a gain of $146,500,000 over 1911, while the exports totalled $2,222,000,000, or a gain of $197,000,000.



The geat fire which destroyed the plant of P. Burns & Co., Ltd., Calgary, in January.

A CAMPAIGN TO PREVENT FIRE

By FRANKLIN H. WENTWORTH
Secretary of the National Fire Protection Association

I DO not come to Canadians as a citizen of a foreign nation. I am an American and you are Americans. We are beset by a common enemy; an enemy that is bringing a common impoverishment. That is a shallow sort of patriotism which seeks its own good at the cost of a neighbor people. It is no comfort to the people of the United States that the profits of its lumber industry may be increased by the ravaging of beautiful Canadian forests by fire. There is a new kind of citizenship developed by our modern civilization —the citizenship of the world. It is broader and nobler than mere patriotism, for it recognizes the brotherhood of man, and that no neighboring people can suffer economic loss without making all the world, and every nation in it, so much poorer by that loss.

We have suffered grievously, and are still suffering grievously in the United States from impoverishment by fire waste. Some of us recognize the causes of this impoverishment and the methods by which it may be checked; and as one of these special students I offer you my counsel without money and without price; because you, too, are suffering from this impoverishment, and a comradely word at this time, if heeded, may preserve you from the costly penalties your fellow-Americans in the United States have paid.

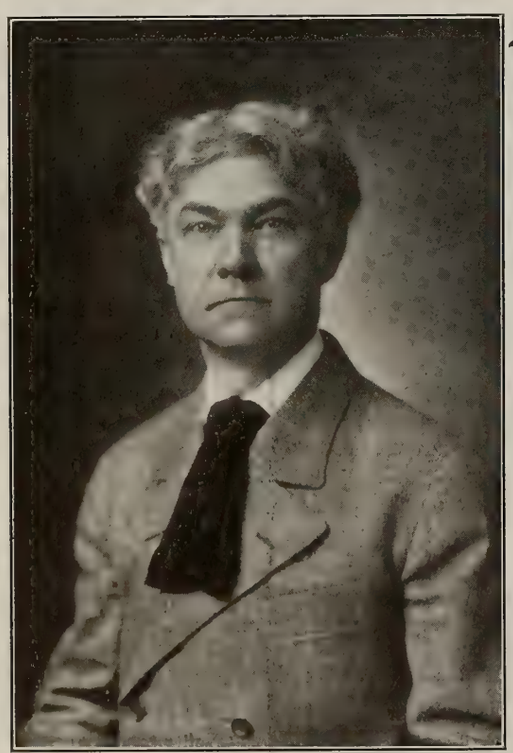
The awakening of a people to any great economic fact concerning their public or private welfare is always a matter of profound importance. The recognition by the people of the economic significance of the fire waste has been retarded both in the United States and Canada by an attitude of mind bred by residence in a country of apparently boundless natural resources. Those who are born to great wealth and who accept such an environment without original thought, do not usually realize the sources from which such wealth is drawn until a curtailment of the supply precipitates an investigation. The thought to which the American mind has long been a victim, namely, that our natural resources were unlimited, has resulted in the disregard of our created resources, as well. The great Dominion of Canada has suffered frightfully in the matter of its standing timber. This loss, with slight encouragement from man, Nature herself through the years will attempt to restore. Nature, cannot, however, restore the artificial creations of man; and everything which is made for human comfort by man's creative energy requires a similar and sometimes a greater output of energy for its replacement.

*** From an Address Delivered to the Canadian Manufacturers Association in Toronto.**

The United States Government Department of Commerce and Labor shows that the average annual per capita fire loss in six European countries is 33 cents while the average per capita loss in the United States is $3 and in Canada $3.07. Glasgow has an annual fire loss of $325,000. Boston, my native city, smaller than Glasgow, has an annual fire loss of $2,000,000. Berlin has an average fire loss of $175,000 a year. Chicago, the same size, averages $5,000,000 annually. The Berlin fire department costs her $300,000 a year; the Chicago fire department costs $3,000,000. These figures are sufficiently impressive, but they are not typical of these cities alone; they are typical of the entire United States and Canada as contrasted with Great Britain and the nations of Europe.

What is there in us, in our people, in our character, to explain this? What is the reason for this shameful contrast in the amount of property destroyed by fire? Is the explanation in a sense psychological? I believe it is. We have been born and bred in a country in which our natural resources have seemed unlimited. It is only within the last two or three years that the United States has given any thought whatever to the conservation of its natural resources. But we are now entering upon a new era, and a great deal of attention and thought is being given to this problem.

I think it would be interesting to you to know how we first began to grapple with this problem of fire waste in the United States, because our struggle is a very recent one comparatively. The National Fire Protection Association is only seventeen years old. Twenty-five years ago the fire record of New England was shameful. You know New England is a manufacturing section. We have a great many large factories



Mr. Franklin H. Wentworth

and an innumerable number of small factories, and the fire record of certain of these properties was so unfavorable that some insurance companies declined to insure them at any premium which might be offered. So a little group of engineers made an inquiry into the origins of these fires and the waste caused by them, and found that about sixty per cent. of these fires could be traced to some specific cause. So these engineers conceived the idea that it was not an impossible proposition to segregate these hazards by putting the particular process of manufacture which was dangerous in a fireproof room, so that when sixty per cent. of fires occurred they might be extinguished in the room in which they originated. In the course of their investigations they also saw that the floor area in many factories was much too great, much greater than the business required; so they conceived the idea of running fire walls at intervals through these properties and protecting the openings with standard fire doors, so that when a fire occurred it might be confined to the section in which it originated. They also recommended that stairways, elevators and belt openings be enclosed. Thus they got the result of dividing these properties into fire sections—vertical fire sections and horizontal fire sections—so that the fire department could extinguish a fire not only in the section in which it occurred, but on the floor in which it occurred. These ideas are so simple—such kindergarten ideas—that one stands in amazement that it should require an engineering investigation to point out such simple fire prevention structural facts. It was because no one had ever thought of fire prevention. It was as if a fire were considered an act of God, with the starting of which it was impious to interfere.

That delightful English essayist, Charles Lamb, tells a story of how they first began to eat roast pig in China. I don't know why they kept pigs there before they ate them, unless it was to annoy their neighbors. Lamb says on one occasion a Chinese country house burned and some pigs were roasted in the sty. The son of the family returning and poking in the debris, got his finger into some of this roast pig, and having tasted it, allowed it was good. He gave a piece of it to his father and to his brother, and it soon spread throughout China that roast pig was a wonderful delicacy. Lamb says that in less than a month country houses began to burn all over China. Before all of China was destroyed, however, a Chinaman with a little larger brain than his fellows discovered that it was not necessary to burn a whole country house to have roast pig. It was that sort of acute and masterful intelligence, brought to bear upon this problem in New England, that began to reduce her profligate waste by fire.

About this time from a very simple idea of a perforated water pipe was evolved the automatic sprinkler—the best fire-fighting engine yet devised. We have reports of over 10,000 fires in our Association records, and we have not yet had a fire reported which was not either held in check or extinguished by the automatic sprinkler, unless there was something abnormal about the fire, or some fault in the equipment or the water supply. About eighty per cent. of all these 10,000 fires occurring in properties equipped with automatic sprinklers, were extinguished by the operation of ten sprinkler heads or less.

As automatic sprinkler protection came into use the insurance companies began to grant liberal reductions for their installation. But there was then no standard for their installation. The National Fire Protection Association was organized originally for the purpose of making a standard for the automatic sprinkler. In the second year the engineers composing it reconciled their differences and put out a standard.

While they were at work on this standard they discovered there were no standards in the United States for anything relating to fire prevention or protection; there were no standards for electric wiring; no standards for fire hose, hydrants, extinguishers, pumps, or for any of the fire hazards. No one had assumed any responsibility for fire protection nor given any thought to standards which might make fire prevention possible. So it was soon recognized that, although beginning in this small way, we had a much larger respon-



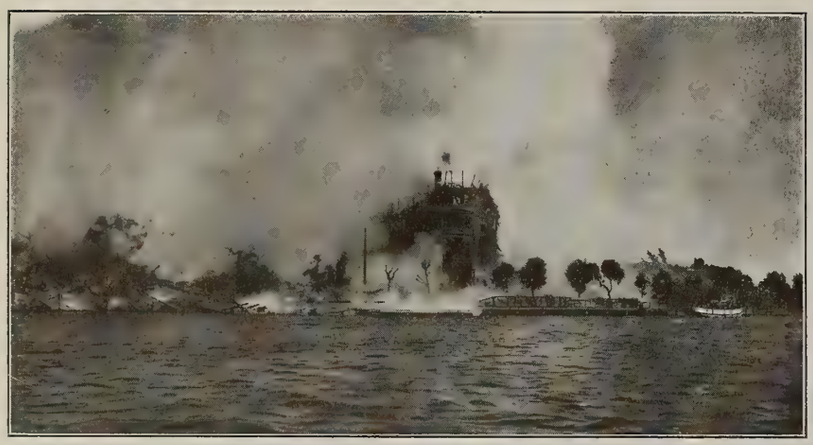
Fighting the flames amid a tangle of dangerous wires.

sibility than we had at first supposed; and for seventeen years we have attempted to sustain this responsibility. We have been going on year after year maintaining and revising these standards to which the entire country has long since looked for guidance.

The National Fire Protection Association has members in all walks of life. This fact brings us close to the people and their thought currents. We are engineers and special students of the fire waste, the social and economic results of which are often clearer to us than to the underwriters themselves. It is obvious to us that insurance rates cannot be reduced irrespective of the loss ratio without forcing insurance companies, who mean honestly to pay their losses, to retire. Capital invested in underwriting is not so irrevocably fixed as capital invested in public service corporations using public property or rights-of-way. Such investments can be controlled easily by the state, but capital invested in underwriting can easily seek other channels and withdraw from the states imposing undesirable burdens upon it; thus leaving the business world without the desired indemnity.

Last year in the United States Legislatures of three States, New York, Illinois and Wisconsin, an investigation was undertaken of the methods and practices of the fire insurance business. This action found its impulse in hostility toward the fire underwriting interests; but all of these investigations developed the fact that scientific or satisfactory underwriting is impossible, and will continue to be impossible, until the criminally careless fire waste of the country is curtailed. It is obvious that these investigations represent an incoherent protest against the frightful impoverishment by the fire tax. The people feel that the fire tax is too high. It is too high! Everybody knows that it is too high. But how can the fire tax be lessened except by attacking the cause of it? This is the question that every representative body must be forced to answer.

The awakening of the American people to a consciousness of their collective responsibility for the fire waste makes the last two years of great significance, especially to that comparatively small body of men who for seventeen years, have devoted their thought to the subject, and who have appealed year after year for the attention of the people respecting it. In spite of the fact that the year promises to be the most disastrous in fire waste since the year of the San Francisco fire, it is yet a year of boundless hope and encouragement. This hope and encouragement lie in the fact that such bodies as the Canadian Manufacturers Association are now turning their attention to this important subject. Our waste of $3 per capita per annum means that every man, woman and child pays $3 a year for fire waste. That means that the man with the average family, his wife and three children—a family of five—pays $15 a year fire tax. The United States Government in its report adds to this fire waste the cost of maintaining fire departments, which is as much more. This means $30 a year to the average family. Now, if on some blue Monday in every year a representative of the Government were to come around and ask us each for our cheque for $30 to pay our share of the national carelessness, then we should realize what we pay. But we do not realize that we pay it, because this tax is indirect. The big manufacturers and the big merchants know that this fire expense is a tax. They equip



How a summer hotel burns

their premises with automatic sprinklers. They put in protective apparatus. They get the lowest insurance rate they can because it helps them to compete; but the man in the street, the ordinary man, does not know how this fire waste is paid. Take wool, for example. Wool in the warehouse is insured—that is a tax. It is insured in transportation, and there it pays a fire tax. It is insured in the textile factory where it is worked up into cloth. It is insured in the clothing store, insured in the tailor shop, in the department store, and all the way along this fire tax is added to the cost, and when you buy a coat, you pay it. Every stock of goods that is insured carries this tax, and it is passed along to the ultimate consumer. The masses do not know that they pay it. They do not realize that when they buy a hat, or a pair of shoes, or a suit of clothes, or anything which goes through the regular channels of industry, production, distribution and exchange, they pay a tax. Not realizing it, they are indifferent to fire. They think fire does not affect them.

The fire loss in the United States and Canada for the last ten years has averaged $250,000,000 a year. What could you do with that? You could build roads, build canals, improve your harbors, build battleships—if you have no less mediaeval use for your iron! You could do a great many things with $250,000,000 a year. What does that mean? That means $30,000 an hour, $500 a minute; it means that every ten minutes we are burning the equivalent of a comfortable $5,000 home. What country can stand a drain like that? Suppose we were to throw into the sea $250,000,000 in wheat or corn or cotton, or lose $250,000,000 out of our two national treasuries. Then we would realize that we were being impoverished by this waste. But we have lost the faculty of being moved by an ordinary fire. In Europe a $100,000 fire shocks the entire country. All the papers in Continental Europe comment on it, wanting to know how it occurred, who was responsible for it, whether the conditions obtaining in the city where it occurred can be found elsewhere, so that such a fire might be duplicated. But here in America, if we take up the morning paper and do not find two or three $100,000 fires we think nothing has happened.

We are the most careless people with matches on the face of the earth. In Europe, if you want matches you have to go where they are kept. In America matches are everywhere; on our bureaus; in our desk drawers; on the mantlepiece; library tables; in all our old waistcoat pockets in the closet; if we wake up in the middle of the night and reach out and cannot find a match we feel insulted! Every match is a potential conflagration. There is no reason why any man who loves his family should have any match in the house except the match which lights only on the box. These strike-anywhere matches, if they are dropped on the floor and stepped on, will frequently ignite the skirts of women. This match is particularly dangerous to the child. The child is an imitator. He sees his older brother or his father or mother light a match. That is a dramatic thing; it is going to stick in his mind; he will remember it until he can get hold of one of those little fire sticks and see what he can do with it; and perhaps burn his little body. Every week come to my desk dozens of clippings on this very subject, and it seems to me that my visit to Toronto would be worth while if the gentlemen here to-night who have young children will henceforth have no matches in the house except those which light only on the box.

The fire waste touches the pocket of every man, woman and child in the nation; it strikes as surely but as quietly as indirect taxation; it merges with the cost of everything we eat and drink and wear. The profligate burning every year of $250,000,000 in the value of the work of men's hands means the inevitable impoverishment of the people. This fearful loss, spread over the entire business world of America, is beginning to manifest its impoverishing blight. The people feel it without yet being awake to its cause. Their awakening is retarded by the prevalence of the foolish notion that the insurance companies pay this colossal tax. But how could they, and remain solvent? They are mere collectors and distributors of that portion of this tax which is represented by their policies. Half of it they never touch; it falls upon the householder direct. San Francisco and Chelsea do not pay for themselves. You in Canada and we in Massachusetts help pay for them. And next year San Francisco and Chelsea, risen from their ashes, may help to pay for your cities and ours. There is one way in which we can escape the periodical paying for one another, and that is for us both to begin rational building construction and then protect what we have builded against fire.

It is the ever present conflagration hazard which makes any approach to scientific underwriting impossible. The conflagration hazard is not confined to any one province or state. It is present in every province and state and in every city and town in both our countries. We have built largely of wood, and sooner or later we must pay the penalty unless we can find some way in which to protect our cities.

There is a way to solve this conflagration problem—not absolutely, but at least relatively. You cannot be expected to tear down your cities and rebuild them of fire-resisting material; the cities must be protected as they stand. In the heart of nearly every city there are streets crossing at right angles, along which for a very considerable distance are



Burning merrily in a high wind



The deadly fire bridge by which the flames leap from street to street

buildings of brick, stone and concrete. This shows a more or less complete Maltese cross of buildings which are not wooden and which operate to divide the wooden-built district into quarter sections, and which might hold a fire in any one of these sections if they were equipped to do so. These brick and stone buildings are ordinarily valueless as fire-stops, because their windows are of thin glass and their window frames of wood. At Baltimore and San Francisco the conflagration attacked such buildings easily, breaking out the panes, consuming the frames, and converting every story of these brick structures into horizontal flues full of combustible contents. Brick and stone buildings are logical and capable fire-stops if the fire can be kept out of them. The small city that will trace out its Maltese cross of such buildings and equip them with metal window frames and wired glass will immediately possess the equivalent of substantial fire walls crossing at right angles in its centre, dividing it into four sections. By such a simple, inexpensive, but yet strategic procedure many a city may save itself from the destruction which now awaits only the right kind of a fire on the right kind of a night.

I have referred in this plan merely to the smaller cities, but it is obvious that this form of protection is equally imperative in the brick, stone and concrete districts of all large cities where great values are housed in close proximity. Fires in the large cities entail an enormous waste because of the great values assembled there. We must come eventually to the equipment of all commercial, factory and office buildings with metal window frames and wired glass. This will mean the abolition of the conflagration hazard in our cities. Fires will then be unit fires, extinguished easily by a competent fire department within the building in which they originate; for the protection of window openings not only prevents fire from entering, but prevents fire from issuing out of the burning building. We may expect an occasional exceedingly hot fire to break down the defences of an adjoining building, but it is obvious that a conflagration could not get under way among buildings of fire-resistive construction with properly protected window openings.

Having thus fortified city buildings one against the other, extensive fires within individual structures can be prevented by the use of the now well established automatic sprinkler system. The automatic sprinkler applies the water without the help of human agencies while the fire is still incipient. It will operate in a dense smoke as well as in a clear atmosphere. It will not throw excessive deluges of water in wrong places as the fire departments are continually forced to do. With our window openings protected and our buildings equipped with such extinguishers, the conflagration hazard in mercantile districts will be eliminated. There will then remain for consideration our immense residence districts constructed almost wholly of wood surrounding the mercantile centres, like faggots around a funeral pyre. We can lessen the loss here by the abolition of the use of wooden shingles.

The prohibition of the shingle roof, which is now generally recognized as a conflagration breeder, is to-day almost universal within city fire limits, and from the more enlightened communities it is excluded altogether. Burning shingles can be carried great distances by the wind or draught of a conflagration, and when they may alight in their turn upon other dry shingles, they make fearful havoc.



The aerial ladder helps the firemen when the building is not too high

It will not be necessary to remove all shingle roofs immediately. An effective city ordinance might require all roofs constructed in the future to be of incombustible material, and that all roofs which shall hereafter require repair to the extent of one-third of their area shall be replaced with incombustible roofs. The modern shingle is thin, and the machinery which now makes it leaves a fuzzy surface which, after a period of drought, becomes like tinder. Without shingle roofs flying brands would not be carried over the brick centres of the city by the wind.

Outside of the abolition of the shingle roof, we must look for the protection of our homes to the corrected habits of our people. We must look carefully after the heating apparatus of our homes, giving them the constant and necessary attention demanded by receptacles containing fire. The building of proper flues and chimneys is especially necessary in connection with residences. Then we must have a general revision throughout the country of our building codes. We must stop the building of a certain shoddy class of building and we must limit the height of all buildings. In Boston we limit them to 125 feet. I learn that in Montreal the limit is 130 feet. I hope that Toronto has a limit. It is too late for a limit to be established in New York. New York is no longer a city; New York is a disease! The latest achievement in New York is a building of fifty-five stories. They have recently established a Fire College in New York where firemen from different parts of the country go to study. A couple of firemen from Philadelphia attending this college last week were asked this question: "What would you do with a water tower if a fire broke out in the fifty-fifth story of a building?" One of the Philadelphians looked at the other and said: "We are out of our class; we don't have to fight fire in Heaven in Philadelphia." A friend of mine in New York declares in all sobriety that on Manhattan Island a greater number of people travel greater distances vertically every day than horizontally! If anything like the earthquake in San Francisco were to occur and the people in down-town New York were precipitated into the street they would pile up four deep. However, they declare they are in no danger from earthquake in New York. Their crust is too thick! There is no reason why cities that can expand, and which are not bound by physical barriers should follow the example of New York and erect these absurdly high buildings. They inflict an enormous expense upon the city for fire protection.

There are other matters, however, to which we must give proper thought. Among them is the best use of the fire-fighting agencies which have been established and which are maintained at a great cost by our people.

The mental habits of a people are a vital factor in affecting social progress. It is the mental habit of our people to assume that fire departments are maintained for the exclusive purpose of extinguishing fires. It is obvious, however, that fire departments have large possibilities for service in preventing fires; a service which is, I regret to say, yet largely potential. Every fireman, from the chief engineer down to the drivers and pipe men, should be regularly detailed for inspection service. Three or four hours a week for each man, going to basements, attics, courts and alleys, keeping down accumulations of rubbish—which spring up over night—locating the storage of inflammable oils and explosives; would keep the city clean of its most persistent fire dangers. Every fireman should in turn cover every section in the course of six months. One would thus check up the inspections of the other, and local conditions would become a matter for educative conversation about headquarters.

There is, however, a most important result to be achieved by such an inspection system over and beyond keeping the city clean; and that is the education of the fire-fighters in the exact physical character of the city. To know exactly which passage ways are open and which are closed; to know which are fire walls and which are not; to have a mental picture of the exposures, the windows, the roof openings, the cornices, and all the other physical details important in fire-fighting, would so heighten the team work of a department that, like expert swordsmen, they could make their thrusts without loss of time straight at the vulnerable part. There are a few



The hose can do little to fight fire in a tall building

cities in the United States where such practice, partially in effect, has already demonstrated its singular efficiency. The citizens of every town and city in the Dominion should demand this sort of service from its fire department.

Then we must begin to place the responsibility upon the individual for fires. It is difficult to do that I know, and yet it can be done. In France, if you have a fire and that fire damages your neighbor's property you have to pay your neighbor's loss. That is very educative! It would be a very good thing if we had such a law in America. We can fix responsibility, however, and we can change our attitude of mind towards the man who has fires. When we look upon the man who has a fire as one who has done an unneighborly thing; as one who is a public offender unless he can prove that he was in no way responsible for that fire; then we will have begun to make headway. We must have inquiry into the causes of all fires, not merely an inquiry into the fire which is suspected to be the work of some incendiary. Nearly every fire is the result of some carelessness; and the careless man must be held up to public criticism as a man who has picked the pockets of the rest of us; because that is what it is in its last analysis. When we get fire marshals in every state or province who shall inquire into the causes of fires, I believe we will begin to correct our personal habits in respect to the things that cause fires.

The American people are not dull in comprehension, nor are they slow to act once the necessities of a situation are made clear to them. The awakening of the present year manifested by the observance of "Fire Prevention Day" in many of the cities of the United States, by the appointment of fire marshals and the amendment of fire marshal laws; and by the teaching of the fire hazards in many public schools, indicates that we as a people will not much longer tolerate our pitiful impoverishment by fire waste. It is true that so long as our wooden cities stand they must occasionally suffer disastrous fires with, oftentimes, shocking loss of life; but with the growing disposition to hold our citizens personally responsible for their carelessness before the bar of public opinion, many of our most prolific causes of fire will disappear.

Our civilization grows daily more complex. Every man's life is becoming more inextricably linked with the lives of others. An injury to one is increasingly an injury to all. Out of a proper realization of these facts is coming a larger sense of civic responsibility. As citizens of a common country and brothers of a great international family, we may some day evolve a civilization in which there shall be no waste and in which the thought of the common good shall be the profoundest impulse in the hearts of our people.

THE EYESIGHT AND WANING EFFICIENCY.

A large percentage of the workmen whose efficiency decreases with middle age owe their declining earning powers to their eyes, says the "Iron Age," N.Y. Most persons experience a change in vision after they pass their fortieth birthday, the common trouble being an increasing tendency toward farsightedness. In not a few manufacturing plants there is an organized inspection of eyes. In the best developed systems the eyes of all employees are examined by a skilled specialist. The more common practice, and an effective one, is to insist upon an examination when a superindent or foreman finds reason to suspect that something is wrong with the eyes. It is not uncommon to see a workman holding a blueprint or a piece of work far from him in order to see it better. Such a condition naturally slows up the man. Clear vision is a large asset, especially where work requiring precision is involved.

FURTHER IMPROVEMENT IN STRIKE RECORD.

There was a marked decrease in the number of labor disputes in existence in Canada during December as compared with the preceding month. The Department of Labor's record of strikes and lockouts shows there were thirteen diputes in December, and while this number is greater by five than that of the corresponding period of last year, it represents only about half as many as were in existence in November, when twenty-five were reported to the Department. There was also an improvement over November conditions from the standpoint of working-days lost, about 65,200 being the approximate number for December, as compared with 68,200 for November. The important disputes in existence were those of coal miners on Vancouver Island, miners at Porcupine, and freight clerks, etc., on the Canadian Pacific Railway, all of which commenced before December and continued throughout that month. Two disputes only commenced during the last month of the year, neither of which involved a great number of employees. Three disputes of the month were among classes coming under the jurisdiction of the Industrial Disputes Investigation Act, compared with four such disputes during November and one during December, 1911. About 3,500 employees were affected by disputes in December, 1912, compared with 3,900 in November, 1912.

INDUSTRIAL ACCIDENTS.

According to the record of industrial accidents maintained by the Department of Labor, 97 workmen were killed and 357 injured during the month of December, 1912, as compared with 114 killed and 359 injured during the month of November. The greatest number of fatal accidents occurred in steam railway service, building trades and navigation, the figures being respectively 20, 17, and 12. The largest number of non-fatal accidents occurred in steam railway service, there being 131 employees injured, followed by the metal trades, with 75 injured. The disasters of the month involving the death of more than one workman were a mountain snow slide at Fernie, B.C., by which six employees of a coal mine were killed and eight injured; an explosion in a pulp mill at Grand Mere, Que., by which four men were killed; and the drowning of four sailors off Yarmouth, N.S., during a storm.



Sir James Whitney, Premier of Ontario, has something left on his hands.—"Toronto World."

TRADE-MARKS—THEIR PIRACY AND PROTECTION ABROAD

By EGERTON R. CASE, F.M.C.I.P.A., LONDON
Registered Patent and Trade-Mark Attorney

IN the address given last September by our ex-President, N. Curry, Esq., this gentleman refers to the Canadian foreign-trade outlook, particularly in so far as it concerns the Canadian manufacturer. Mr. Curry is to be congratulated on the note of warning he has sounded, and it is hoped that our manufacturers will give this warning the close and serious attention it deserves.

Inseparably connected with the question of the profitable cultivation of foreign markets by the Canadian manufacturer, is the question of the protection afforded him by his trade-marks in those countries where he hopes to do business. For many centuries the value of the protection afforded by trade-marks to manufacturers and dealers has been recognized, but in this day of great and unceasing competition, particularly when the practice of "substitution of goods" is widespread, the protection afforded by trade-marks is of greater value than ever before. No doubt Canadian manufacturers recognize this fact as far as the home-market is concerned, but I venture to say that very few keep this cardinal fact in view in connection with the possibilities of their foreign trade. I have written this article for the specific purpose of directing the attention of Canadian manufacturers, whether members of our Association or not, to the dangers they run in not registering their trade-marks abroad, at least in those countries where they hope some day to find a market for their goods. But before entering upon the chief points of this article, I wish to direct the attention of our members to the great interest British manufacturers are showing in connection with the suppression of trade-marks and trade-name piracy in certain countries.

Last March, at the fifty-second annual meeting of the Association of Chambers of Commerce of the United Kingdom, held in London, much discussion occurred in relation to the trade and commerce of the British Empire, as well as of the world at large. During these discussions, much attention was given to the question respecting the protection of British trade-marks abroad, and the following resolutions were unanimously adopted (see Daily Consular and Trade Reports, for June 6, 1912, issued in Washington):

" 'Where instances occur outside the United Kingdom of goods being manufactured or sold or offered or advertised for sale with or under marks or descriptions of such a character as to injuriously affect the rights of a community or trade in the United Kindom as distinguished from the rights of a private individual, the British Government ought in proper cases and where legally possible, to take proceedings outside the United Kingdom for the repression of the evil, and further when offences of a similar character are committed within the United Kingdom, the British Government ought also to take proceedings against the offending parties.

" Whereas the interests of British manufacturers are seriously injured by the prevalent practice of marking goods of Continental origin with English names and phrases of a nature to give rise to the false supposition that they are English goods, and whereas the municipal law of France is inadequate to secure for British manufacturers the protection against this practice to which they are entitled under the Madrid convention of 1891; it is resolved that His Majesty's Government be invited to enter into negotiations with the French Government with a view to obtaining such protection for British marks in France; and that His Majesty's Government be requested to make, in any future treaties or arrangements, the protection of foreign marks in the United Kingdom conditional upon a reciprocal protection being extended to British marks, in the country where such foreign marks originate.' "

The latter part of last spring, the Cutlers' Company, in England, appointed a committee for the specific object of taking steps to prevent the improper use of the trade-name "Sheffield." This committee is making its object known throughout the world by the assistance of the Board of Trade, and it is proposed to enquire vigorously into all suspicious cases where this trade-name is used, to determine whether or not the goods sold so marked are genuine or fraudulent. So strongly does Sheffield feel in regard to this matter, that a sum of $53,500.00 has been subscribed by manufacturers of that City specifically for the purpose of discovering and prosecuting fraudulent uses of the said trade-name abroad.

That Irish manufacturers are fully alive to the great damage they suffer through "substitution of goods" and the piracy of Irish trade-marks and trade-names, is proven by the fact that the Irish Industrial Development Association has recently registered, in several foreign countries, an Irish trade-mark for the avowed purpose of promoting the sale of genuine Irish-made goods, abroad. Only manufacturers of good repute and who are financially strong, can hope to obtain permission to use the trade-mark, and before said trade-mark can be used, permission must be obtained so to do from the said Association. Up to and including May, 1911, as many as 495 firms were licensed to use the trade-mark in question.

I could multiply cases where British, as well as foreign, manufacturers, are strenuously taking up the question of trade-mark and trade-name piracy, but the few examples already given of this movement will be sufficient to convince our members that the subject-matter embraced by the title of this article is a most important one to them, although its immediate bearing on their business may not appear to be of much importance. It is submitted it is of very great importance. Not only is the piracy of trade-marks and trade-names of importance, but the question of the "substitution of goods" is an evil that is exceedingly wide-spread, and I am convinced that our Association could be of great further assistance to our members if it would, through the Department of Trade and Commerce, get in touch with the British Board of Trade and co-operate with that body, and British manufacturers, to stamp out this evil as far as that is possible. Since British manufacturers, particularly, suffer a great deal of injury from the undermining of the reputation of their goods in the markets of the world by reason of such substitution, it does not require much foresight to predict much injury to Canadian manufacturers in foreign fields from the same cause, if this practice abroad is allowed to continue.

Instances are very numerous where United States manufacturers have been shorn of the benefits of their trade-marks

in certain foreign countries, and it is hoped that certain information contained herein will enable our manufacturers to avoid similar disastrous experiences.

The reason why trade-marks can be easily stolen in many foreign countries is because the local laws in force permit the first registrant to secure absolute right thereto, notwithstanding the fact that a foreign manufacturer first adopted the mark and made it widely known, often by years of expensive advertising.

In order to obtain the latest authentic information on the question of the piracy of trade-marks abroad as affecting United States manufacturers, I have consulted the highest authorities, and take pleasure in quoting from a letter recently received by me on this subject, from the United States Trade-Mark Association, of New York:

"The Argentine, being the largest South American market, is a tempting field for enterprises of this character, and instances of the loss of trade-mark rights in that country through fraudulent registration, undoubtedly run into scores every year. When a trade-mark has been once registered in the Argentine, there is no recourse for the man whose enterprise may have made the mark of value, except, if he can, to buy the fraudulent registration. We have heard of as high as $10,000 being paid to purchase a registration under those circumstances. Such loss of trade-mark rights occurs in many different ways. For example, the average owner of a trade-mark thinks that he should try the market out and determine whether it is a good outlet for his goods, before going to the expense of a trade-mark registration. Ordinarily he enters into communication with some local commission agent or dealer and it is a very common thing for the dealer, recognizing the merits of the article, and the probable growth of the trade, to register the trade-mark himself. The manufacturer goes on to a point where he is no longer satisfied with this dealer as the only outlet for his goods in the Argentine, and finds, when he comes to make arrangements with somebody else, that the dealer controls the trade and can shut his goods out of the market, and by placing the mark upon an article of his own can continue to profit by the goodwill that the foreign manufacturer has built up. Probably most of the cases of fraudulent registration of trade-marks result in some such way as this, through the desire of a local dealer or agent to monopolize the market for himself. In some cases, however, we have known marks to be registered when the manufacturer himself was not aware that his goods were sold in that country at all, the trade evidently being indirect as far as the manufacturer was concerned.

"Next to the Argentine, Cuba appears to be the most important market for American firms at this time, and particularly in the field of proprietary medicines cases of fraudulent registration have been very common. The Cuban patent office during the last few years, has done what it could to correct this, by refusing to register a known foreign mark, where it was applied for by a native, but, of course, if in ignorance of the rights of a foreigner, they allow the registration, it cannot be attacked afterward.

"Germany generally figures in the case as the manufacturer of goods bearing counterfeit trade-marks, for export to the Spanish-American countries. Therefore in order to protect the Spanish-American trade, it is desirable not only to register in the Spanish-American countries, but to register in Germany, so as to prevent the making of counterfeit goods there. The determined effort which Germany has made during the last decade to build up her manufactures seems to have given a great stimulus to this trade in fraudulent goods, and most of the counterfeit goods encountered in the Spanish-American countries are of German origin.

"With respect to Japan, a new trade-mark law has been enacted within the last two years, that recognizes, with certain restrictions, the rights of the first user of the mark, and the Japanese government appears to be doing all that it can to suppress fraudulent practices with respect to trade-marks. Prior, however, to the enactment of this law, and in a less degree since that time, the misappropriation of trade-marks in Japan has been very common. So far as concerns the making of goods under fraudulent marks, Japan occupies in the East, much the same position that Germany does in the West. Since the Chinese war, Japan has been very active in the promotion of manufacturing industries, and has made great efforts to capture the trade in Oriental markets. They have done this, unfortunately, in many cases, by appropriating the trade-marks of the goods which they find upon the market and putting up an imitation under those marks.

"In all the countries where registration is attributive of title to a mark, instances of misappropriation of these marks occur from time to time. We have known such cases, for example, in Chili, in Peru and in others of the Spanish-American countries.

"The most notorious case of the kind was one which occurred in Mexico about four years ago.

"One E. G. B.——, an American citizen, residing in Tampico, registered in his own name some forty-two trade-marks. These were mostly American marks and mostly marks for proprietary medicines, but there were a few English marks, and some that were for goods other than medicinal preparations. There were, for example, Lea & Perrin's Worcestershire Sauce and Queen Quality Shoes. Several proceedings were brought against B——, and a number of marks were cancelled in these proceedings. In the meantime, however, other owners of trade-marks had taken the matter up through diplomatic channels, and at the request of the British and American ambassadors, President Diaz took a hand in the situation and availing himself of the clause in the Constitution permitting him to expel undesirable foreigners from the country, he summoned B—— to Mexico and gave him his choice of cancelling the marks or leaving the country. B—— accordingly filed cancellations of all the remaining marks, and this matter was thus disposed of.

"Of course, the lesson to be learned from all these cases is that even where, as in Mexico, there is a period of grace wherein a registration may be attacked, the expense of cancellation is many times more than the expense of a registration in the first instance.

"We find at the present time that American owners of trade-marks are learning the lesson of these cases and are beginning to register their marks in foreign countries in advance of any effort to introduce their goods into those countries. We have, for example, registered an automobile trade-mark in practically every civilized country, although in the majority of them the manufacturer has no trade at the present time, and does not know when he will undertake to deal directly in those countries. In another case of a mark recently adopted, the owner of the mark has requested us to make application for registration by cable, in all of the dangerous countries, in advance of any advertising or any effort at working up a trade. This is, of course, the safe and reasonable course to pursue. An expense of $25 to $100 for registering the mark is a small item in what is usually spent for the purpose of introducing goods into any of these countries, and it should be regarded as in the nature of insurance upon the trade in those countries. It is perhaps a high rate of insurance in some instances, but the cost of failure to observe the requirements of registration may otherwise be very disastrous."

In the following countries title to trade-marks depends upon priority of registration, and absolutely no rights can be had without registration: Argentine Republic; Bolivia; Chili; Costa Rica; Cuba; Germany; Guatemala; Hungary; Japan; Malta and Gozo; Nicaragua; Paraguay; Peru; Portugal; Portuguese Colonies; Santo Domingo; Servia; Sweden; Turkey and Venezuela.

In the following countries registration is subject to rights of prior user therein: Belgium; Colombia; Congo Free State; Curacoa; Dutch East Indies; Finland; France; Greece; Holland; Honduras; Italy; Luxemburg; Newfoundland; Panama; Roumania; Surinam; Switzerland; Tunis; United States of America and Uruguay.

In the following countries no suit can be brought for infringement of a trade-mark without registration: Australia; Canada; Cape Colony; Ceylon; Ecuador; France; Great Britain; Jamaica; Mexico; Natal; New Zealand; Orange River Colony; Rhodesia; Salvador and The Transvaal.

In the following countries registration is evidence of title, which becomes conclusive within the period fixed by law, if no action for cancellation of the mark has been brought within the prescribed period: Australia; Austria; Brazil; Bulgaria; Cape Colony; Denmark; Ecuador; Great Britain; Mexico; Natal; Norway; Orange River Colony; Rhodesia; Russia; Salvador; Spain and The Transvaal.

An instance is on record where even after the rightful owner of a trade-mark had used the mark for 50 years, he found himself in the position of having to give up his mark in a certain country to the party who had fraudulently registered the same therein.

Manufacturers should be put on their guard against the practice of registering their trade-marks abroad in the names of their foreign representatives. It is surprising that this practice is followed. The manufacturer thinks he is safe because his agent as a rule, gives an undertaking in writing to assign the mark to the manufacturer when he the agent, ceases to represent him in that particular country. This practice is exceedingly dangerous, considering that in some countries where the agent has had the exclusive use of a mark, this fact may give him personal property rights therein. Furthermore, the laws in certain countries provide that no legal assignment of a trade-mark registered by a manufacturer's agent can convey the title thereto to the real owner, unless the party who owns the mark purchases the business and goodwill of his foreign agent. This is particularly the case in Austria.

I am quite sure that enough has been set forth herein to give food for serious thought to our progressive Canadian manufacturers. I have not burdened my article with any extensive figures, as I have tried to set forth very clearly and concisely the dangers our manufacturers are certainly running if they are not giving this question their very serious and careful consideration.

SHIPBUILDING INDUSTRY FOR CANADA.

A strong plea for the establishment of the shipbuilding industry of Canada is made in the annual number of *The Monetary Times*, by Mr. J. J. Shallcross, of Victoria, Canada. He says:—"Canada is passing through an era of prosperity stimulated by a large movement of capital and labor from Europe, and although there is no sign, at present, of any reaction, it is obvious that every such movement must, at some stage, reach its maximum, and that a reaction of a more or less serious character is likely to follow. It is in the time of prosperity that efforts should be made so to broaden the field of industrial employment that the effects of a reaction may be minimized, especially in respect to labor and the rate of wages. Bonuses are not unknown in Canada, as witness those given to lead and iron, and it is certainly of importance to Canada, with a seaboard on three oceans, that she should occupy a worthy place as a shipbuilding nation. If a bonus is to be given to shipbuilding, it should be both specific and *ad valorem*, so as to encourage the construction of vessels of the highest class, requiring expensive machinery and highly skilled labor."

The Editor, Industrial Canada:

Dear Sir,—Will you please publish the following, in order that misleading figures circulated in the West may be corrected:—

Regina has already established itself as the commercial, financial and wholesale city of the Saskatchewan. Latest statistics show that building permits for the year 1912 are approximately $1,000,000 greater than any other city in Saskatchewan.

Bank clearings are over $44,500,000 greater than 1911 figures.

Building permits are $3,000,000 greater than 1911.

All other branches of the city show a corresponding increase over the preceding year, which was the banner year in the history of the city.

Although it is only five years since the Dominion Government spent approximately $200,000 on the city post office, it is already found inadequate, and the Government has now completed plans for the erection of four sub-offices in the city."

Yours truly,

L. T. McDONALD,
Commissioner, Board of Trade, Regina.

HIS RIGHT.

"I know of no greater injury that can befall a workingman than that which deprives him of his right and opportunity to convert his labor and as much of it as he wishes into the necessities of life. His labor is the only asset he possesses, the only resource from which he can earn money to support and bring up his family."—*O. P. Briggs, President National Founders' Association.*

NEW PRESIDENT FOR ROLLAND COMPANY.

Mr. S. J. B. Rolland has been elected President of the Rolland Paper Co., Limited, in succession to his brother, the late Hon. J. D. Rolland.

Mr. S. J. B. Rolland was formerly Vice-President of the Rolland Paper Co., Ltd., and was President of the Northern Mills Company until the two firms merged some months ago.

Mr. Rolland is a member of the Executive Committee of the Montreal Branch of the Association.

PRICES SLIGHTLY UPWARD.

The Department's index number of wholesale prices rose slightly during December, standing at 135.2 as compared with 134.8 in November, and 129.4 in December, 1911. Commodities advanced slightly in nearly all groups, the only decline of importance being in grains and fodders. In retail prices, the upward movement was not as strong as during the past few months, nor at any corresponding period of 1911, meats and dairy products being steadier.



The First Through Freight Train on the Grand Trunk Pacific.

THE accompanying photographs show the first through train of freight over the Grand Trunk Pacific Railway to the winter port of St. John, N.B. The train consisted of thirty cars. It left the West loaded with grain on Dec. 24th, running over the Grand Trunk Pacific, the Temiskaming and Northern Ontario, and Grand Trunk Railways, and reaching Port Colborne, Ont., on December 31st. At Port Colborne the wheat was ground into flour in the mill of the Maple Leaf Milling Company and packed and re-shipped in 9,000 flour bags to St. John, N.B., arriving on January 6th. The flour was reshipped from St. John on January 15th, to Cape Town, South Africa, by the steamer Bendu.

Thus wheat from the Canadian West, after being converted into flour, will reach South Africa in sixty days after starting from the time it left its point of origin. This is surely a great tribute to modern transportation and milling. It must be admitted that when wheat grown in a Canadian field, milled in a Canadian mill, shipped over a Canadian railroad in Canadian built cars to a Canadian port, can be received in South Africa within sixty days, the parts of the British Empire are becoming less remote.

ANOTHER "MADE-IN-CANADA" TRAIN.

The Canadian Home Market Association will begin Western tour in May.

The "Made-in-Canada" train, which toured the Western provinces last summer, was so well received and secured so much favorable comment for Canadian manufacturers that the Canadian Home Market Association has decided to equip a second travelling exhibition this year.

The 1913 exhibition tour will be organized on practically the same basis at that of 1912. It will cover about 110 cities and towns in the West and occupy about fifty days. It will leave Montreal about May 8th, and after visiting half a dozen cities in Ontario will exhibit in Winnipeg about May 15th, proceeding thence westward, and returning to Montreal about July 1st. The itinerary will embrace the principal points on the lines of the C.P.R., the C.N.R. and the G.T.P. west of Winnipeg.

Firms who contemplate exhibiting in the 1913 train, and desire further particulars as to itinerary, prices and other arrangements, can obtain same by applying to the Secretary, Canadian Home Market Association, 206 Telephone Building, Toronto.



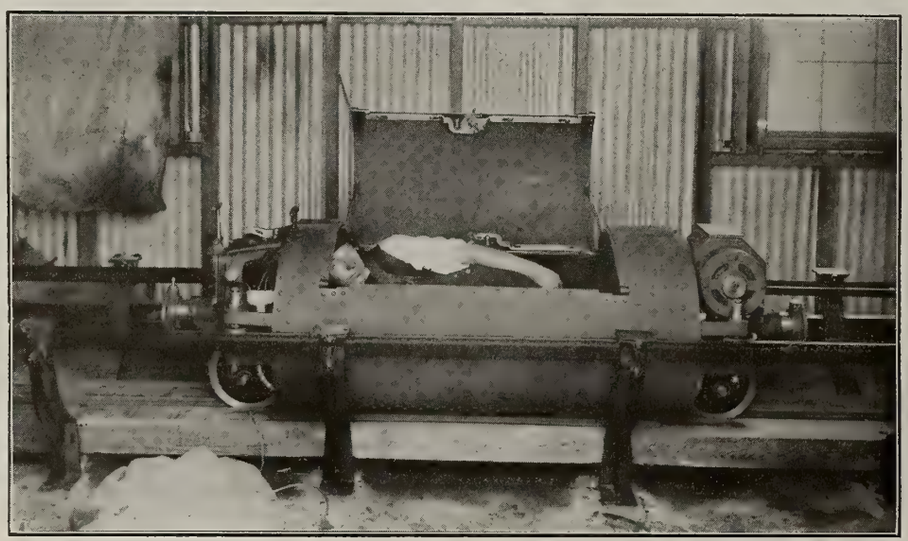
From Port Colborne to South Africa.

TUNNELS FOR PARCELS POST

When Canada gets Parcels Post Bundles of Mail may be Shot Underground in Great Tubes. The Postmaster General of the United States is Making Experiments with a View to Perfecting a Good System.

AS it is now practically assured that Canada will have a system of parcels post in the near future, the question of transporting the enormous increase in mail matter, which must inevitably follow the introduction of the system, invites the attention of all producers and consumers.

The point of congestion will be the post offices in the large cities, where expeditious methods of conveying great numbers of parcels from branch offices to the head office, and thence to the railway station, will be absolutely necessary. Since Toronto, Montreal, Winnipeg, Vancouver and other large cities in Canada will be the clearing houses for a vast number of parcels sent through the mails, it is probable that, in those cities, the parcels post tunnel railway, which is now in use in New York, Chicago, Philadelphia, Boston and St. Louis, will be introduced.



The Tunnel Railway Car is Cylindrical in Form, about 25 inches in Diameter and 7 feet 3 inches Long, large enough to hold an Adult. There is One Supporting Wheel and Two Guide Wheels at Each End.

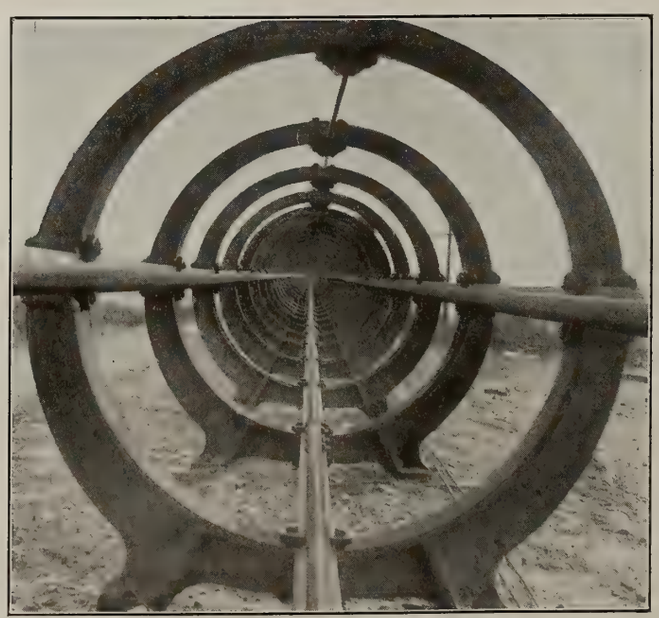
By means of tunnels a large part of the first-class mail is now transported between the post office and branch stations of large cities to the railway stations by underground tubes. Through these tubes, eight inches in diameter, letters tied up in small bundles are sent in steel carriers, each fitting like a piston in the tube, and following one another in rapid succession.

But this system will not do for parcels, and if parcels post is to be popular, it must be rapid. A commission has been recently appointed by the Postmaster-General of the United States to investigate whether an underground tube or tunnel can be built between the new post office, located at the Pennsylvania railroad station and the Grand Central Depot in New York City, which would be large enough to transport mail in sacks.

In order to facilitate the experiment, a company which makes pneumatic mail tubes has designed an automatic tunnel railway that can be laid either underground or on the surface. Its small cars are propelled by electric motors. The tunnel is simply a cast iron pipe, thirty inches in diameter. Four rails are laid inside, one in the bottom to support the car, one on each side to keep it in an upright



As the Car stops the Shoes are Unlocked, and the Car may be Moved out of the way of the Following One.



Four Tracks are laid on the Inside of the Railway, one at the Bottom to support the Car, one on each side to keep it Upright, and a Conductor Rail on Top.

position, and an insulated conductor rail on the top. The car which has been designed is cylindrical in form, about 25 inches in diameter and 7 feet 3 inches long. The space for mail and parcels inside the car is 24 inches in diameter and 4 feet long, and is sufficient to hold six ordinary mail sacks. Consequently, it should accommodate a great number of miscellaneous parcels. It is loaded through a double-hinged cover on the top and has one supporting wheel and two guide wheels at each end of the car. It can be driven at almost any speed, but it is believed that a rate of twenty miles an hour will be most practicable. Cars can be run on the track at intervals of half a minute, and are prevented from overtaking one another by the use of constant speed motors. Where several stations are located along a line, automatic switching devices can be provided, which will stop cars at any particular point.



A Demonstration of the New Automatic Railway Tunnel System. It Comprises a Tunnel and Track Nearly One-third of a Mile Long and Begins and Ends in the Station in the Background. Car in Position on the Track.

If this parcel post tunnel system is successful in the United States, and it probably will be successful, there is little doubt that it will be established in our large cities, and we can look forward confidently to the time when car-loads of parcels will be carried underground through sub-tunnels to head offices and thence to and from the mails.

For part of the material in this article, as well as for the accompanying photographs. INDUSTRIAL CANADA is indebted to the courtesy of the *Scientific American*.

SHOULD ENCOURAGE MANUFACTURING.

Protection encourages manufacturing industries. The savings deposits in the manufacturing sections of the country are $275 per capita, in the non-manufacturing sections, only $86 per capita. We should encourage more manufacturing rather than give up part of what we have in favor of the foreigner.

Why will the Democrats claim that the Tariff has caused the advance in prices, when any common-sense man knows that the biggest single factor has been the exhaustion of the free lands? The price of land in Minnesota, Iowa and similar States has risen 149 per cent. in 10 years, and a rise in cost of the products of such land is simply inevitable.—*West Philadelphia Quiver.*

KIND WORDS FOR INDUSTRIAL CANADA.

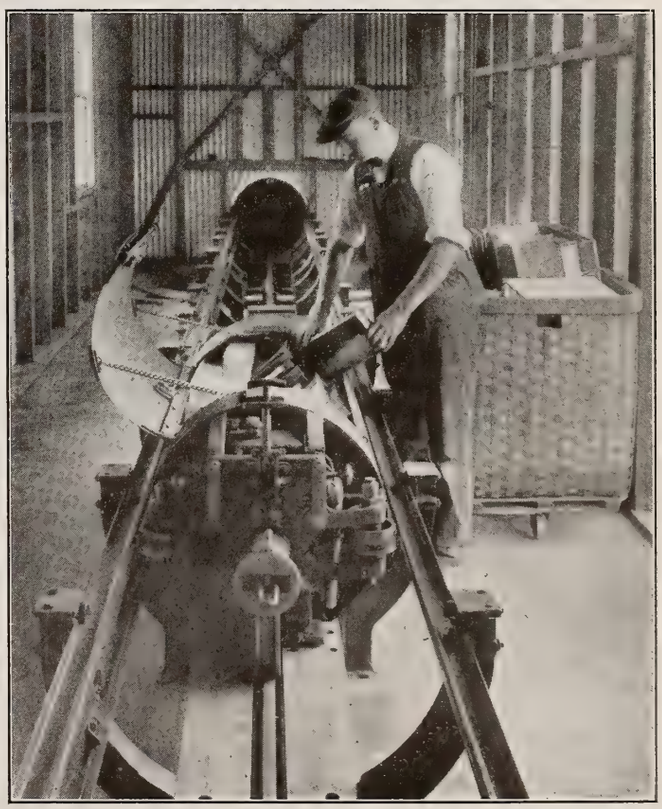
"The official organ of the Canadian Manufacturers Association, INDUSTRIAL CANADA, has decided to devote a page a month to insurance. This is a step in the right direction, but the page as it appears in the first issue is not a step but a mile run in the right direction. The whole page is devoted to fire prevention, and this is the aspect of the subject of fires rather than insurance against them which should receive attention at all times from manufacturers. The question of a few cents on the $1,000 of insurance is discussed by the manufacturers, both individually and collectively, in season and out of season. The exactions of the underwriters is a subject that is sure of a hearing and hearty support in discussion. Fire-prevention, the true and the only remedy, is rarely ever thought of. The C.M.A. are awakening to the necessity of considering the subject, and we hope the page in INDUSTRIAL CANADA will do much good in awakening interest. The page is edited by Mr. E. P. Heaton."—*Toronto Saturday Night.*

MORE OF THEM.

"EDITOR, INDUSTRIAL CANADA: I read with interest your publications as they come and find many an item in them that is useful and most interesting, and pass them on from time to time to newspapers here and other parts of the West to have them published in full or extracts made from them."—*C. W. Rowley, Manager Canadian Bank of Commerce, Winnipeg.*

GAS FOR REGINA.

The City of Regina is at the present time making arrangements for the supply of natural gas by means of pipes from Bow Island. For some time past the city has been handicapped by the want of cheap power for the many manufacturers, wholesalers and others, who are locating in numbers in this city.



Placing a Parcel in the Car. The Space is Sufficient to hold Six Ordinary Mail Sacks, or many Parcel Post Articles,



Edited by J. E. Walsh

AT a session of the Board of Railway Commissioners in Ottawa, January 7th, on the western freight rates enquiry, the statistical auditor of the Canadian Pacific Railway was asked how the statistics his company provided for Government counsel were compiled. He replied that they were approximations, and as far as they could determine, correct; also that there was not a fixed method for allocating operating expenses between freight and passenger. The examination went to show that practically no reduction in rates had been made in the past fifteen years, notwithstanding the exhibits to the contrary which the railways filed at the October hearing, and that during the same period there had been a very large increase in the density of traffic, population, etc., factors which the railways had stated in other rates cases were important in rate-making. It was shown that many of the reductions in series "A" were made under the Crow's Nest Pass agreement, and took effect in 1898. A number of their exhibits were made up of comparisons of the standard maximum rates in effect in 1886, with the exact rates under which the traffic moves. The reply of the Canadian Pacific Railway to the criticism of exhibits "A" was that the statistics were compiled in answer to the memorial of the Winnipeg Board of Trade to the Government and those filed at a former hearing by counsel for complainants.

Series "B" was a comparison of rates in Western Canada with rates in contiguous United States territory. The highest rates in United States were apparently especially selected to show the railway's side of the case to the best advantage. A tariff was produced showing that the rates on coal in the North-West tariffs in 1885 were considerably lower than at present (subject to check by the Railway Commission).

The financial features of the investigation were not taken up, but the representatives of the Saskatchewan and Alberta Governments asked the Traffic Official of the Canadian Northern Railway, if his company had hypothecated any of the securities guaranteed by the Provinces of Saskatchewan and Alberta for the purpose of building railways in Eastern Canada. He replied that he did not think so, but that the chief executive of the C.N.R. was the proper person to answer the question.

The representative of the Winnipeg Board of Trade cross-examined the Traffic Officials of the C.N.R. and C.P.R., particularly in regard to the effect of water competition on rail rates in Eastern Canada. The Traffic Official of the C.N.R., in cross-examination, admitted that his road was the first to make any serious reduction in rates in the West, and that this was done in the face of subsidies, cash and land grants which the C.P.R. enjoyed. This action on their part forced the C.P.R. to follow suit. The Canadian Northern knew of the favorable conditions under which the C.P.R. were working when they built their lines and when they agreed to reduce their rates.

The hearing closed on the 11th, the Chairman declaring what he had heard so far was destructive evidence, and that he wanted something constructive. The case was adjourned *sine die*, with a view to giving Government counsel sufficient time to prepare themselves to take up the real question at issue, namely, the reasonableness of the rates in themselves at the next hearing.

* * * *

2,232.10 miles of railway were built in Canada during 1912.

Company.	Miles.
Alberta Central	65.00
Algoma Central & Hudson Bay	70.00
Algoma Eastern (A.C. & H.B.)	56.72
Canadian Northern	306.00
Canadian Northern Ontario	195.00
Canadian Northern Quebec	41.24
Canadian Pacific	403.97
Central Railway of Canada	20.00
Eastern British Columbia	7.00
Esquimalt & Nanaimo (Can. Pac.)	20.80
Fredericton & Grand Lake Coal & Railway	18.00
Grand Trunk Pacific	608.75
Ha Ha Bay	2.70
Kaslo & Slogan	0.95
Kettle Valley	7.00
National Transcontinental Ry. (G.T.P.)	361.15
Oshawa Railway	1.00
South Ontario Pacific (Can. Pac.)	10.40
Temiskaming & Northern Ontario	28.90
Vancouver, Victoria & Eastern Ry. & Nav. Co. (Gt. Nor.)	7.52
	2,232.10

* * * *

Railroad officials of the United States are of the opinion that the net and gross earnings for the fiscal year ending June 30th, 1913, will be larger than in recent years.

During the fiscal year ending June 30th, 1912, 89,444,331 tons of freight were handled by railways in Canada, which is a gain of 9,560,049 tons over the preceding fiscal year.

The Senate of the United States has abolished the Commerce Court, to take effect June 30th, 1913.

The Board of Railway Commissioners as per Order No. 18495 have approved of Supplement 5 to Classification 15. The order says that the Supplement is approved for consolidation with the Canadian Classification No. 15, and Supplements Nos. 1, 2, 3 and 4 thereto, the new consolidated issue to be known as "Canadian Freight Classification No. 16," and become effective in Canada on the first day of March, 1913.

Copies of the new classification will be available shortly, and may be secured on application to G. C. Ransom, Chairman, Canadian Freight Association, Canadian Express Building, Montreal.



INSURANCE

Edited by E. P. Heaton

The fire loss of Canada for 1912 has made another record, for without conflagrations (Chicoutimi, P.Q., alone excepted) its aggregate equals that of 1911, while the number of individual losses involving $10,000 or over greatly exceeds the number of any preceding year. The average per capita still hangs round the $3.00 mark!

In a page of brief notes we cannot present a full review of the year's experience nor perhaps is it necessary that we should do so as a number of trade journals and insurance papers have dealt with the subject at considerable length. If any of our members are particularly interested in the subject of Canada's fire waste I would especially refer them to the special Annual Review of the *Monetary Times*. This journal has taken the first place in Canada in the matter of insurance statistics and from it we quote this summary:

No. of losses in Canada during 1912 of $10,000 or over	318
Aggregate of all fire losses	$22,900,712
Lives sacrificed	203

The Burns' fire at Calgary on January 12th, 1913, will probably entail a loss on the Fire Insurance Companies of about $800,000.00, in which event it will record the high water mark of individual losses in Canada; larger losses have been sustained in conflagrations but not in single establishments. The west is achieving a great reputation!

Talking about the Burns' fire, it is of more than passing interest to know that if the fire had started forty-eight hours later it would have been caught in its incipiency by the automatic sprinklers. For three months men have been working on the installation of the sprinkler system, and it was generally expected that water would be turned into it on Monday the 13th. Too bad! But who says that 13 is not a hoodoo?

* * * *

The fire insurance and fire prevention fraternity will be interested by the news from Philadelphia that Franklin H. Wentworth, of Boston, secretary of the National Fire Protection Association, is soon to make a speaking tour under the auspices of the American Institute of Architects. The Institute has local chapters in all the principal cities of the country, and the bookings for Mr. Wentworth are being made by D. Knickerbacker Boyd, of Philadelphia, chairman of the Institute's Committee on Public Information. Practically all the large cities east of the Mississippi River, with the addition of St. Louis, will be included in the itinerary. This activity of the architects is considered of especially hopeful significance, as they, being the designers of buildings, can exert a vital influence upon building construction.

* * * *

The New York Insurance Department is preparing to issue a monthly bulletin giving important news regarding the work of the department. It is planned to include the legislative programme and the examination undertaken and completed together with other information of use to the insurance interests and the public generally. It will be issued about the middle of each month.

Against this commendable action of the New York State officials we set off the Sphinx-like attitude of the Canadian Federal and Provincial authorities who decline to give information or give access to documents. In the United States supervision of insurance is for the benefit of the people at large, in Canada it is good for nothing. It is time for a change in this respect.

* * * *

The representatives of thirty state fire prevention associations were present at a meeting held last month at Cincinnati by the committee on State fire prevention of the National Fire Protection Association. The principal topic of discussion was the formulation of a uniform policy to carry out the work throughout the United States. The different associations agreed to lend their assistance in securing the rank and file of the fire departments in the cities to inspect all property within the city limits.

* * * *

The first Fire Prevention Association in Canada is now in course of organization in Ontario, and the Toronto Branch of the C.M.A. is right in the forefront.

* * * *

Record-breaking Chicago losses for 1912 were reported at the annual meeting of the Chicago Board of Underwriters. The figures presented by Cyrus Hardy, chairman of the Fire Insurance Patrol Committee, showed insurance losses actually paid in the city of $6,764,775, with December losses partially estimated. This was $801,534 more than for the previous year, and with the premium income practically stationary because of rate reductions. The fire alarms in 1912 numbered 13,910, an increase of 1,247.

Inadequate laws which permit fire insurance companies to do business in an almost entirely heedless manner is responsible for the loss of many lives, the injury of many more persons, and the destruction annually in New York of $4,000,000 worth of property at least, according to Fire Commissioner Joseph Johnson.

The lives lost, the persons injured, and the property destroyed makes up the toll we must pay to the firebug. Encouraged by the ease with which insurance to any amount may be obtained from the companies, tempted by the sure and quick profits more and more persons every year are turning to the crime.

It is becoming a profession for many bands in New York, Chicago, Paterson, N.J., Boston, Philadelphia and other large cities.

The Fire Commissioner's findings and his conclusions are all embodied in a voluminous report just submitted to Mayor Gaynor, entitled "Incendiarism," and with this goes his recommendations for strict regulation of the companies issuing policies and for investigation of all persons and things concerned in the granting of a policy of insurance.



CUSTOMS



Edited by J. R. K. Bristol

Last year it was stated that a Bill for the revision of the Netherlands Customs Tariff was under the consideration of a Committee of the Second Chamber of the Legislature. In this connection it may be noted that the Committee has since issued its report on the proposed measure, embodying a remodelled Bill, a translation of which was issued by the Board of Trade early in October of the present year as a Parliamentary Return.

The new Tariff Bill has been agreed upon by the Committee of the Second Chamber of the Netherlands Legislature, and the Minister of Finance, and it will come into operation at a date to be fixed by Royal Decree. The Bill provides general increases of Customs duties.

The Mexican Government have a Bill in progress to provide for an increase in the Customs duties of 7 per cent. It is stated in the *Board of Trade Journal* that if Congress does not pass this new Bill during the present session, which is approaching its termination, a special session of the Mexican Congress will be called to deal with the matter.

Printing paper is being imported into Argentina in increasing quantities, and has now attained the substantial figure of 27,460 tons, representing an increase over 1910 of 3,860 tons; ten years ago the imports were barely 4,500 tons per annum, but to-day one newspaper alone consumes 13,500 tons per annum, and this year the number of daily papers has been further increased by the addition of one or two new papers, as well as several late editions.

The customs duty on printing paper for newspapers has been reduced from 2½ to 2c. gold per kilog., but notwithstanding the reduction, the revenue derived from this source shows a substantial increase. The duty on paper for general printing is 4c. gold per kilog., and on wrapping paper, etc., 8c. per kilog.—*British Board of Trade Journal.*

The three leading countries supplying the imports into the Union of South Africa are the United Kingdom, Germany and the United States, in the order named. The United States was the only country of the three showing an increase in the proportion of the total imports during 1911 as compared with 1910. Among lines showing appreciable increases in the imports during last year were agricultural machinery and implements, foodstuffs, including coffee, rice, sugar, condensed milk, tinned and other preserved meats, jams and jellies, preserved fish, bacon and hams; hardware, furniture, clothing, woollen goods, tobacco, tin, glycerine, clocks and watches, glass and glassware, plate and plated ware, fire engines, printing machinery, wire fencing and standards, oils and oilman's stores, paints and varnishes, bags, silks, arms and ammunition, drugs and chemicals, jewellery, paper products, phonographs, saddlery and harness, toys and sporting goods, stationery and vehicles, including motor cars, motor cycles and bicycles.

Several Birmingham firms have inquired for Canadian hand and machine tools. From a survey of the trade returns a satisfactory increase of the purchases from Canada, according to British returns, is noticeable. In 1907 the imports from the Dominion of implements and tools (except machine tools) amounted to £9,502; last year they had advanced to £24,053.

British trade reports show that the imports of undressed leather from Canada increased by £19,411 over those of 1910, while the imports of dressed leather show a decrease of £57,550. The purchases of undressed leather have been fairly regular during the last five years; but those of dressed leather vary from £93,555 to £201,096 in certain years. Imports into the United Kingdom of dressed leather from Germany are increasing annually, while those from the United States are decreasing; but the imports of undressed leather from the latter country are proportionately increasing, as are also those from the former country.

Rubbers and rubber boots and shoes entering the United Kingdom from Canada have fallen from £7,093 in 1907 to £26 in 1911, from which it is evident that for some reason or other Canadians are quitting this market.

With reference to the subject of the Swedish regulations respecting the marking of imported goods, the Board of Trade have received a communication from H. M. Consul at Stockholm (Mr. H. M. Villiers, M.V.O.), stating that he again wishes to point out that if imported goods bear the name of a place, property, industrial establishment or tradesman in Sweden, or any marking in the Swedish language to explain the nature of the goods—even consisting only of a single word—they must also bear the word "import" or the name and domicile of the foreign manufacturer, applied in a distinct and conspicuous manner, so that removal or effacement cannot be effected easily or without injury to the goods. Goods not so marked are liable to confiscation.—*British Board of Trade Journal.*

Exports from the Dominion of Canada for the eight months ending November 30th, 1910, 1911 and 1912:

	1910		1911		1912	
	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign
The Mine.....	$26,660,371	$205,551	$26,471,130	$164,268	$38,197,371	97,374
The Fisheries	10,776,890	68,747	10,708,226	79,759	10,499,824	84,245
The Forest....	36,139,683	123,085	31,355,048	195,300	33,574,767	376,400
Animals and their produce	40,024,124	616,334	38,225,731	916,648	33,949,333	717,998
Agriculture ..	56,994,632	7,051,806	66,899,816	7,686,108	96,349,845	8,536,996
Manufactures.	22,799,863	3,180,917	22,256,086	4,474,815	27,359,484	5,974,272
Miscellaneous.	244,168	1,195,144	89,685	694,621	62,908	1,697,410
Total..... ...	$193,639,731	$12,441,584	$196,005,722	$14,211,519	$239,993,532	$17,484,695

These are the total exports except coin and bullion.

Imports for eight months ending November.

	1910	1911	1912
Dutiable Goods.....	$184,947,225	$215,346,915	$293,319,247
Free Goods.....	111,857,048	123,680,549	152,231,047
Total	$296,804,273	$339,027,464	$445,550,294
Duties Collected.....	47,214,081	56,035,799	76,271,721

These are the total imports except coin and bullion.

LEGAL NOTES



Edited By F. W. Wegenast

THE indications are that the workmen's compensation hearings are drawing to a close after covering a period of a year and a half. Last week two sittings were given over to hearing the evidence of Mr. F. W. Hinsdale, auditor of the Washington State Industrial Insurance Department, who was brought before the Commissioner by the Canadian Manufacturers Association to reply to the statements of the representatives of the liability insurance companies as to the solvency and soundness of the Washington system. Mr. Hinsdale was able to give the results of the operation of the system for the first fifteen months, a sketch of which is given in another column. Although the method of actuarial computation under the Washington system differs from that proposed and advocated on behalf of the Association it was considered important that the statements made on behalf of the liability insurance interests should be refuted. It was thought at the same time that an official of the Washington Department would be able to give valuable suggestions in the light of a year's experience.

The Washington system of compensation, in its general conception and operation, is pronounced a complete and unqualified success. There are minor details in which the Act can, and will, at the coming session of the State Legislature, be improved. A number of these were referred to by Mr. Hinsdale in his evidence, and others are incorporated in a statement which, after being revised by Mr. Hinsdale, is to be handed in to the Commissioner. The outstanding fact is that of all the systems adopted in any jurisdiction on the continent of North America that of the State of Washington is the only one that has been even relatively satisfactory. It gives to the injured workman and his dependents the most generous scale of benefits of any system in the world. The initial cost has been considerably lower than that of any other system in the world. It is possible and probable that there will be some rise in the rates when the system comes into full and normal operation, but in view of the method of complete capitalization of reserves, which is on a basis apparently fully adequate, this rise should not be very large, and will no doubt be influenced by the active campaign for accident prevention to which the Act has already given rise. In fact is is quite possible that the normal rate will ultimately be lower than the rate for the first year.

During the course of the sittings of the past two weeks the Commissioner has made several pronouncements of considerable importance. He has stated that he would not recommend a system of lump sum payments, but that the benefits under the Act should assume as far as possible the form of periodical payments or pensions. This principle, important in itself, is still more important in its practical consequences. It would be highly difficult, if not impossible, to conduct a pension system through the agency of private insurance companies, and it is doubtful, in fact, whether insurance companies would care to assume the burden of a constantly increasing roll of pensioners, even if the Legislature or public opinion were inclined to allow them to do so. But the difficulties and dangers of any private system of financing and administering pension payments and of striking proper insurance rates are so great that neither workmen nor employers would probably consider such a solution.

The Commissioner has also tentatively approved of the proposal to recognize, and give place to, voluntary associations of employers corresponding to the groups into which the different industries are to be divided for insurance purposes. It has been proposed that the Canadian Manufacturers Association would undertake to foster the organization of such associations. The object of these associations would be to make rules for the prevention of accidents, to appoint expert inspectors and otherwise engage in activities for accident prevention. Such associations would correspond in a sense to the German trade associations, with this difference—that while the German associations undertake the collection and administration of the funds and the adjudication of claims, these functions would, under the proposed system, be assumed by the state Board, leaving to the trade associations the other functions in connection with accident prevention.

The Commissioner also expressed himself as opposed to the retention of any common law or other liability against the employer. The proposal is to make the remedy of the workman under the proposed Act his exclusive remedy. Any other arrangement would, as pointed out by the Commissioner, result in the necessity of the employer's insuring himself against his other liability by private insurance. This would involve the anomaly of two systems of insurance running concurrently, and a choice to the workman of two remedies with the attendant possibility and probability of litigation expense.

The Commissioner has announced that a series of round table conferences are to be held, with a view to arriving at an agreement upon the details of the Act, which it is proposed to introduce at the coming session.

The Parliamentary Committee has under consideration the proposition of a Bankruptcy Act for the Dominion. Along with this the Committee is considering a proposal of the Montreal Branch of a system of commercial courts. If a Bankruptcy Act is passed it will be necessary to have a series of courts to administer the Act. It is conceivable that use might be made of the present courts of the provinces or of the Exchequer Court of the Dominion. In either case the procedure would be regulated by the Dominion Parliament. The suggestion is made that such a series of courts might be vested with jurisdiction in commercial matters, or at least those of an inter-provincial character.

CATALOGUES: WHY AND HOW THEY ARE MADE

Interviews with those most intimately concerned

"Heavens!" said the tired business man, as the office boy deposited three bulky parcels on his desk, "More catalogues! Manufacturers' catalogues! Well, I suppose I'll have to look at them or risk missing something."



Catalogue cover designed and printed by the Reid Press, Hamilton.

He opened the nearest and largest. After a casual glance through its pages he threw it into the waste basket. The next be examined more carefully, and tossed into a bottom drawer. He picked up the third and slipped his finger between the leaves, preparing to open it, when his attention was arrested by the cover. This he surveyed with a gradually widening smile of appreciation till his curiosity forced him to leave it reluctantly, and look inside. After a preliminary twirl of the pages, he laid the catalogue down on his desk, flattened out the back, and began to study the pages.

"Closing up, sir," said the janitor, some time later.

"Oh!" said the business man, "I forgot the time. I was reading this new catalogue, but you can lock up now. I'll take it home with me."

The three catalogues were compiled by three manufacturers who were rivals for this man's custom. They cost the same in time and money. The question is—why did one go into the waste basket, one into a bottom drawer, and one into the man's overcoat pocket?

The ability to give a perfect answer to this question would make any person's fortune, for he would speedily become the greatest catalogue maker in the country.

There are three classes concerned in the production of a catalogue: Manufacturers, who have made something and want to sell it; consumers, most of whom are indifferent or reluctant about buying and must be tempted; and the artists, printers, engravers, lithographers and others who prepare the catalogue for distribution.

INDUSTRIAL CANADA does not presume to describe a good catalogue, but we thought it might interest our readers to place before them the views of representatives of the three classes who are concerned with catalogues. The buyer's view is given as follows by the Dominion Textile Company, Limited, Montreal:

"We find it necessary to refer very frequently to catalogues and keep a large file for the purpose and as users would say, briefly, that some of the most important features are as follows:—

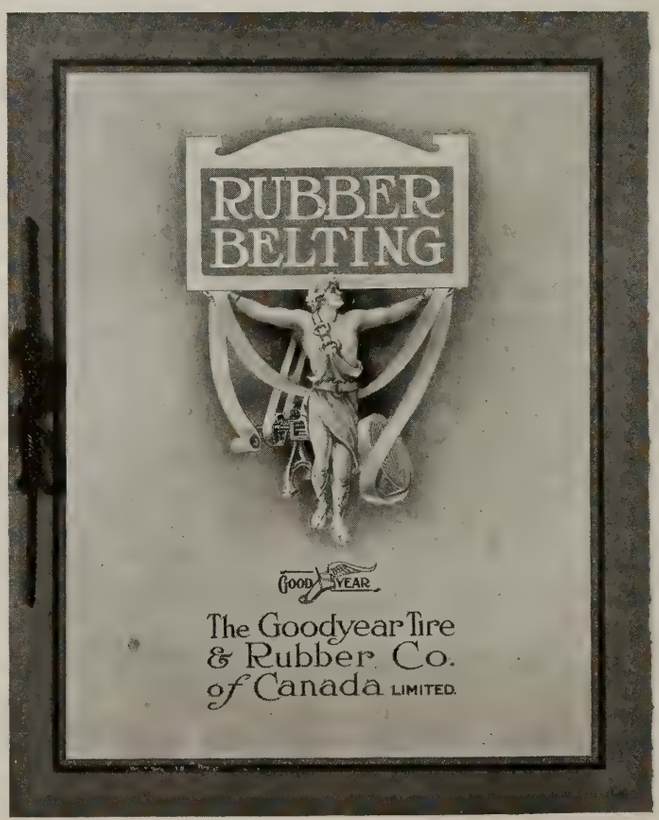
"(1) The index should be very comprehensive, thus saving time in searching for articles.

"(2) Whenever possible it should contain a figure number reference; an index to makers' names is also not out of place.

"(3) Let the indexes be placed in the front of the catalogue. Some firms have fallen into the bad habit of inserting indexes in the backs of their catalogues, consequently one sometimes loses time looking for the index.

"(4) As far as possible all articles should be illustrated with first class cuts reproduced from actual photos. The description should be full, but modest and accurate.

"(5) The paper should be good enough to permit of the cuts and printing being reproduced to the best advantage and strong enough to last, with reasonable handling, the length of time which will probably elapse before the catalogue is revised.



Another catalogue by the Reid Press, Hamilton.

"(6) The printing should be done by an up-to-date printer; in these days of typesetting machines and modern cylinder presses there is no excuse for poor printing.

"(7) The binding, also, should be good and strong enough to live the probable life-time of the catalogue. No doubt the



Sample of catalogue work by Rous and Mann, Toronto.

consumers indirectly pay the piper and they should not be made to dance to the tune of gilt-edged, morocco-bound volumes, which, if bound in cloth, would serve their purpose just as well.

"Loose-Leaf Binding vs. Solid Binding: The loose-leaf binder is usually not an advantage; we should say it is largely a question of cost. We doubt if users fill in the inserts even if they are mailed out for that purpose."

These are the requirements of the buyer, as defined by one of the greatest companies in Canada. What say the sellers?

The Berlin Machine Works, Limited, Hamilton, Ont., express their views on catalogue making as follows:

"You will probably find the opinions on this subject about as varied as the catalogues. We find a considerable diversity of opinion among our own officers with respect to this particular subject so that it is one that would probably resolve itself into the idea of the writer handling the subject.

"The bound catalogue, we think, serves more of a purpose for the future reference to the party's name it bears, than that of a utility proposition and this would perhaps vary in different lines.

"Our own experience is that by the time we get all of the data and cuts together, the book bound and in the hands of the trade, many of the articles contained therein are obsolete, on account of the rapid progress or changes that people are making in the various lines of manufacture, and otherwise.

"The loose leaf system has more points in its favor, we believe, than any other type. The proper list of customers, in whose hands the catalogue is, if they are interested at all, can be kept absolutely up to date with the proper supply of new cuts to replace obsolete pages. We have found some disadvantages in the loose leaf catalogue. It is more often devoid of an index, which necessitates going through the complete catalogue to find what you want, unless the various commodities can be divided up into sections.

"We have of late changed our style somewhat. Instead of issuing a general catalogue, of sub-dividing the same, treating particular lines of machinery, another treating on the accessories and so forth. We find that this fills the wants better and with less expense, because there are parties who are interested in one particular line and not in another.

"The most important feature of a catalogue is keeping it alive, that is, strictly up to date. This seems practically impossible as it is a very expensive proposition at best."

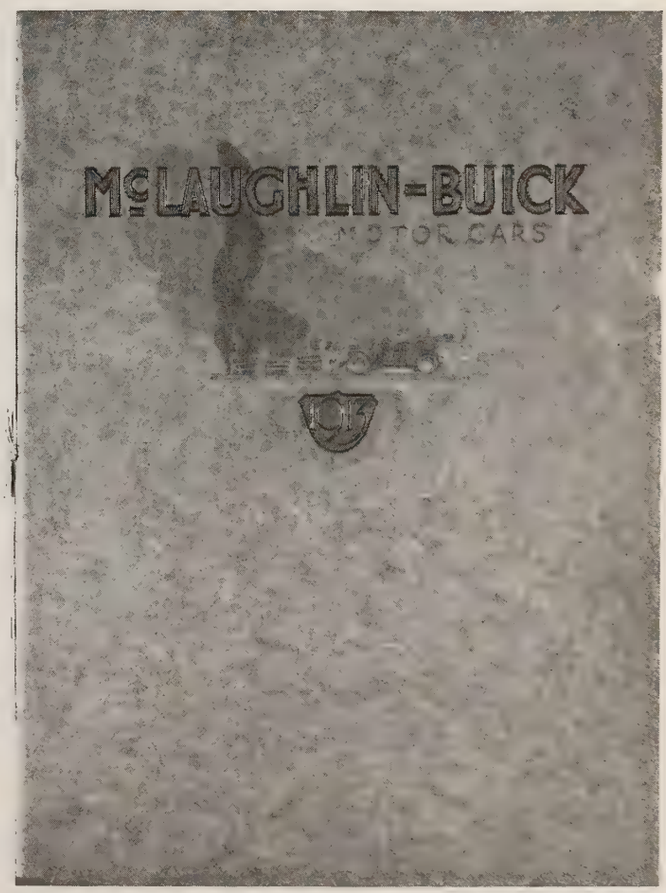
The Dodge Manufacturing Company, Toronto, Ont.:

"In our opinion as producers one of the most important features is that the producer makes it clear at the outset that he is a producer and that the catalogue illustrates and lists material which he manufactures. We consider this a very important feature because of the growing tendency of agents and jobbers in supplies to issue a pretentious looking catalogue with the view of persuading buyers that the issuer is something more than he really is."

It is worth noticing, in the above connection, that the mails, especially in the United States, are loaded with enormous and expensive catalogues, which appear to be issued by great manufacturing companies. Closer investigation, or a tour of the premises from which the catalogue originated, discloses the fact that they are not the productions of manufacturers, but of jobbers and commission men. Manufacturers can protect themselves by stating that all articles described in the catalogues are made in their own factories.

The Canadian Westinghouse Company, Limited, Hamilton, express their catalogue desires briefly but clearly:

"In our opinion the most important features are the character of the illustrations employed, together with the general attractiveness of the circular and a concise description of the things illustrated."



Designed by Grip, Limited, Toronto, and printed by the Southam Press, Toronto.

We now come to the views of the makers of catalogues. Speaking as an artist, Mr. F. H. Brigden, Toronto, says:

"That an artist's view point should be asked in the matter of catalogue production is a sign of the progress which has been made in the make-up of advertising literature. It is no longer necessary that a thing should be ugly in order to be useful and the catalogue of to-day is receiving the same artistic attention which, since the revolutionary days of William Morris and his associates, has been given more and more to the products of our mills and factories.

"It is significant that the type of artist required for catalogue work has changed materially in recent years. The designer used for the best catalogues to-day is no longer the so-called commercial artist whose abilities extend to the correct spacing of letters and the capacity of putting a smooth finish on his work. He is often a man of the highest ability, a graduate of the best European and American studios who has, amongst other requirements, a perfect knowledge of the human figure, gained from study from the life, and if his pictures are not often seen on the walls of our public galleries, it is because his talents are more lucratively employed in the interest of the manufacturer.

"The artist is to-day called into consultation over every department of the catalogue. If it is to be a plain booklet his judgment is used for the arrangements of the type and often in the selection of the stock, with the result that such a book, without illustrations at all, can be made to conform to the highest standards of Art.

"When illustrations are used extensively, these would generally be considered the most important feature of the catalogue. The many varieties of articles now catalogued and the number of methods used in representing them make it impossible to go into detail on this subject, though it may be noted that the artist is now being called on to originate new and striking ways of displaying the goods to be advertised. The annual grist of automobile catalogues afford an interesting and perhaps extreme illustration of this feature.

"No catalogue can be considered successful which has not the impress of art on its entire get-up which would generally mean a harmonious color scheme, a cover in keeping with the contents and above all an absence of over decoration, which latter is more generally an affectation of art than the real thing."





Catalogue Covers Designed and Printed by Brigdens Ltd., Toronto

Brigdens Limited, Toronto, engravers and printers:

"Your catalogues go to your customers as your personal salesmen, or at least as an adjunct to them. As you would not tolerate a 'dead one' on your sales staff, it follows that you must have a 'live' catalogue. It must be as well-dressed, as good a talker, as impressive as the best man on your staff. It must be right up to the standard of your business and your goods, or it will fail to represent you properly. It must lie on the desk with those of your competitors, and by its appearance command the top place. You cannot expect a cheap catalogue to do any better work than a cheap salesman. Therefore you must make it good; not extravagant, not too elaborate, but good from cover to cover; good enough to be read, good enough to be remembered, good enough to command respect, good enough to get business in comparison with catalogues that are fairly good.

"Now good catalogues are not the result of haphazard methods. Each stage of production—photographing, designing, engraving and printing—has a definite relation to the others, and cannot be considered independently if the finished job is to harmonize with your original plan. Therefore, before placing any of the mechanical work of production in hand, do a little deep thinking concerning the general lay-out of your catalogue. Consider the character of your product, the amount of your appropriation, the location and type of people you wish to reach, before you decide whether your catalogue shall be simply a price list or a work of art.

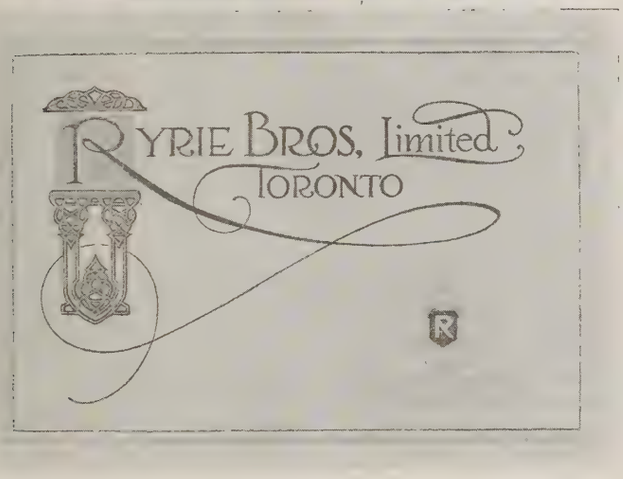
"Just here let me state that simplicity is usually the keynote of a successful catalogue, whether it be plain or artistic. Art is probably one of the most abused terms in the printing vocabulary,, and some of the poorest producers are the over-printed, over-decorated, color splashed booklets of the so-called "Artistic Printer." Art for its own sake has no place in catalogue making. Art for your business sake is what you want. Commercial printing is 99 per cent. utilitarian, and the artistic element is useful only in so far as it helps express the motive of your theme. Please understand that this is not an argument for cheap material or severe mechanical scheme, but for the use of brains in the application of the art principle underlying good typography, decoration, color, proportion, harmony, balance and tone. Catalogues that are really artistic (and you will find that this involves simplicity) are usually the best "business getters," without which no catalogue has any excuse for existence.

The Southam Press, Limited, Toronto, Printers:

"The two vital considerations in the production of fine catalogue work are quality and service.

"To obtain the maximum efficiency in these two most important details the printer must work with his customer and not at him. The successful printer is creative—advising his customer as to the stock, ink, type faces, engravings, etc., best suited for his particular purpose, or to sum it all up in one





Catalogues which were Prepared by the Southam Press, Toronto

sentence, he analyzes the requirements of his customer. The time-worn adage 'Quality remains long after the price is forgotten' is specially applicable to the printing business.

"Quality does not necessarily mean the extravagant use of any of the things which enter into the construction of a catalogue. The printer who best serves his own interests and those of his customers curtails all unnecessary expenditures—for the 'future jobs' are the most important ones. The successful printers of to-day are those who produce results which are mutually profitable. The efficient printer familiarizes himself with the requirements of each customer, and is always prepared to make suggestions to meet them. He looks beyond his own needs into those of the men who require his services. He knows what should be done—and does it—relieving his customer of all the worry and bothersome details. If engravings, drawings, etc. are required, he looks after them—if text matter has to be prepared, he procures the 'right' man to do it—in fact, in well-equipped printing office there is nothing left for the customer to do—if he so desires it—but to sit in his own office and O.K. the submitted dummy.

"But these are only a few of the details which enter into 'quality' and 'service.' The printer must have the facilities to properly handle a catalogue of any proportions. He must have an efficient and happy organization who sees something beyond the time clock and the pay envelope. He must have men who can produce the maximum results at a minimum cost. He must make delivery on the dates promised without 'skimping' the work. In other words, he must put himself in the place of his customer—that is the most important consideration in the production of any printed matter."

Mr. Charles R. McCullough, President, Manufacturing Engravers of Canada:

"The cover is the front door of the catalogue. The door of the shop is a feature of modern business houses. The cover has in the same way become the most prominent feature of the book or catalogue. Therefore, give thought to the cover. Let the design be not only artistic but let it be in keeping with the character of the business for which the catalogue speaks. There is no gainsaying the desirability of the embossed cover. Neither must we pass by the effect of color. Quality in stock ought to engage the attention of the catalogue constructor. But the front door ought not to open upon a title page that offends. Quality of stock should be in evidence here also and a designed page will connect up the cover and the contents. Catalogues are either too short in description or too lengthy. A mean between the two extremes is to be desired. Type is important. Honest type like an honest human face impresses. Machine-set stuff may be comparatively cheap—It certainly looks it. Hand-set type of a point that is readily readable ought to be selected. Illustrations—what of these? Well, an illustration should illustrate. Some do not. Others are cheap and out of harmony with an otherwise good catalogue. If I had to choose between a number of inferior illustrations and one or two good ones, I'd choose the good every time. Some buyers of catalogues understand the value of good engravings. They find that money spent on the best pays. Others have not discovered that a poor illustration is no different in kind from a poor traveller. The picture is a universal language. Furthermore it sells goods. And finally—truthfulness ought to permeate the whole catalogue—without it all these several things are broken reeds."

The Hough Lithographing Co., Ltd., Toronto, lithographers:

"In the average catalogue, lithography does not enter very largely into its makeup. The printing process is more advantageous for straight type matter and black and white illustrations. However, where the editions are of fair size, lithography compares very favourably as a means of reproducing color plates such as inserts, and is especially advantageous for the reproduction of covers. Designs can be re-



Catalogue Printed by the Moore Print Shop, Ltd., Toronto

produced by color in lithography which it would be next to impossible to reproduce except at exceeding cost with three color cuts, etc. A great range of freedom is possible with lithographed covers than with covers which are reproduced from type plates. A lithographer as a rule never stints colors, whereas a printer usually endeavors to accomplish the

work with about three colors. The softest and most delicate effects in reproduction are naturally produced where there are no limitations put on in the matter of reproduction. For this reason lithography is and will always be the medium used by the larger users of catalogues.

"Such firms as Massey-Harris who are probably the largest catalogue users in Canada have all their covers made by lithographic process even though they maintain a complete typographic plant."

Conclusion.

Now, why did the tired business man throw the first catalogue into the waste basket, toss the second into the bottom drawer, and carefully put the third into his overcoat pocket?

PROTECTING CANADIAN INVENTORS.

Ridout and Maybee Tell how our Inventions may be Protected from Unscrupulous Foreigners.

The following is a copy of a letter which Messrs. Ridout and Maybee have sent to their clients on the subject of patent rights:—

Dear Sir,—The Patent Department of your Company have discussed with us at various times the advantages which would accrue to Canadian manufacturers and inventors if Canada were to join the International Convention. These advantages are so many and obvious that it has been a matter of surprise to us that attempts in the past to secure Canada's adhesion to the Convention have resulted in failure.

In view of Canada's proximity to the United States, a country which does belong to the Convention, and in view of the attitude of the United States as to priority when there is any dispute between residents of the United States and aliens (citizens of countries not belonging to the Convention), it is particularly important that Canada should belong to the Convention. For instance, if there is a dispute between a resident of the United States and a Canadian as to priority of invention, the American resident can date back to the date of conception of the idea as the date of invention, whereas the Canadian can only date his invention as of the date he first conveys knowledge of it to someone within the borders of the United States.

You can readily see what an enormous and really unfair advantage this gives an American citizen over the Canadian when both have independently invented the same subject matter, and the Canadian was actually the first to invent though subsequent in his date of introduction into United States to the actual date of conception of the same invention by the United States inventor.

Under the terms of the Convention a Canadian who files an application for a Canadian patent would have rights of priority in all countries which are members of the Convention for one year from the date of filing of his Canadian application. This would, in a great measure, remove the handicap under which the Canadian suffers in any dispute as to priority of invention with a citizen of the United States. This handicap is by no means a theoretical one, as it is being constantly brought to our notice in our practice, many of our clients suffering from it in interferences with United States inventors.

Further, many Canadians do not care to file applications for patents in United States and other foreign countries until they have obtained their Canadian patents and have so advanced with the exploitation of their inventions that there seem a probability of foreign patents being valuable.

As in most of the foreign countries publication of the invention anywhere is fatal to the obtaining of valid patents, the Canadian inventor frequently finds that he has lost his foreign rights owing to publication, either in papers or journals or in the Patent Office Record.

It is true that many countries will allow a Canadian to file Convention applications based on an application made in the United States; but this, you will see, necessitates an early application for a patent in the United States, which the inventor does not always find it convenient to file. Besides, such rights based on applications filed in the United States by a Canadian are not everywhere conceded.

It is possible that some opposition has been taken in the past, owing to a mistaken idea that a material change in the manufacturing requirements of our Patent Act would require to be made. This is a mistake. Under Article 5 of the Convention the patentee remains under the obligation of working his patent in accordance with laws of the country where he introduces the patented articles, and no difficulty could be experienced in securing the manufacture in Canada of inventions originating abroad. England, which has been for years a member of the Convention, has within the last few years adopted a system of compulsory manufacture, and she still retains her membership in the Convention. There are also rights of priority in the registration of trade marks and provisions for the registration of international trade marks, which should be of advantage to Canada, in view of the rapidly increasing foreign business being done by Canadian manufacturers.

We have been given to understand that you feel disposed to see what can be done to secure Canada's adhesion to the Convention. If so, we would be glad to co-operate with you in every possible manner.

We have not lately come into touch with any active opposition to Canada taking her place in the Convention, and are, therefore, not conversant with arguments which may be advanced against her taking this step. If you come in touch with any objections we would be glad to be advised of the same, and would endeavor to place in your hands suitable arguments or evidence sustaining the application.

Yours truly,

RIDOUT & MABEE.

PRICES CONTINUE UPWARD.

The Department's index number of Wholesale Prices rose approximately one point in November, standing at 134.3, as compared with 133.1 in October and 129.4 in November, 1911. The advance was due chiefly to higher prices for fish, textiles, hides and leathers, fuel and lighting, while Ontario grains, dairy products, metals, lumber and miscellaneous building materials were slightly upward, with western grains, cattle and beef, paints and oils, downward. As compared with the same month last year, grains and fodders, fruits and vegetables, were lower, while animals and meats, dairy products fish, textiles, hides, leathers, boots and shoes, metals, fuel, house furnishings, and miscellaneous commodities were higher than in 1911. In retail prices, coal, wood, butter and eggs were upward; potatoes also were higher in Ontario, while there was a downward movement in flour, sugar, prunes and evaporated apples.

Pilkington Bros., Ltd., Montreal, have absorbed the Window Glass Machine Co. of Canada, Ltd., of Cayuga, Ont., together with the Canadian rights in the patents covering the process operated by the American Glass Company. The firm have now decided to build a factory at Thorold, Ont. A site has been purchased and contracts for building and equipping the factory have been placed.

"A MARKET OF FORTY MILLIONS"

By WILLIAM DEWART

The Following Article from the Canadian Illustrated News, January 9th, 1875, was Written in Support of the National Policy. How Applicable it is to Modern Canadian Conditions can be Judged by Reading it.

The foregoing quotation is one of the cunningly devised fallacies of free-traders in behalf of Reciprocity. It would be to the States, in many respects, a market of four millions, but never to Canada "a market of forty." In proportion to the population, the Americans are our customers to a limited extent, but our competitors to a large extent. The same rule holds good regarding their trade with England; while becoming less valuable customers, they are becoming more formidable competitors.

As shown by Mr. Matthews, in his work on "Imperial Federation," the imports of the States, from England have been decreasing ever since their independence. While colonists they imported goods to the amount of £1 per head per annum; immediately after independence the rate declined to 16s. per head per annum; and in 1861, it was no more than 5s. 9d. per head per annum. This change was affected by the adoption of a protectionist policy after separation. American manufacturers have now not only excluded English goods, in a great measure, from their markets, but are supplying Canada with many articles formerly imported from England. Had the American manufacturers not been protected thus they could never have attained this position. Protection has made them the most formidable rivals England has, or is likely to have, in the future. It is only by accepting a theory without examining the facts, that a person can arrive at a different conclusion from the above.

To the States bordering on Lake Ontario and the St. Lawrence our exports may be considerable, but to the great majority of the forty millions we would never sell an article, for the simple reason that they produce and manufacture the same kind of commodities as we do. What do the Southern States want of Canada? They don't want our manufactures. because they can be supplied more cheaply and conveniently by the intervening States. It is not possible that they can become great customers of ours.

They don't want our lumber. There is more and better lumber in the Southern States than there is in Quebec or Ontario, It is distance, absence of railways, canals and navigable rivers which prevent the Eastern States from getting Southern lumber now. The unsettled state of the country is retarding the construction of railways and canals. The rivers run in the wrong direction for this purpose. However prosperous or populous the country may become, Canadian lumber will not be required in the Southern States. The South was settled like no other portion of North America. An English nobleman was the ideal of every Southern planter.

Twenty thousand acres of forest, with two or three thousand acres of a cleared farm was the style. A planter's farm was like a small village. Pass one, and you usually travel through miles of unbroken forest before coming to another human habitation. The Southern States will have plenty of timber long after Quebec or Ontario has a stick to export. Thus we see no market in the South for Canadian lumber, neither is there any in the West. Parts of Ontario import lumber from the States; and about one-half of the lumber made in Michigan finds a market in New York.

Thus we see this "market of forty millions" dwindle down to the partial supply of a narrow strip of country south of Lake Ontario and the St. Lawrence. The privilege is entirely overrated by the advocates of Reciprocity. It is not worth the Fisheries by any means. Persons who forget that the Americans are our competitors, in a much greater degree than our customers, fall into many mistakes. As a market for our wheat, this part of the argument is easily disposed of. Much of the wheat exported to the States does Canada an ultimate injury.

For example, it is ground with their dark wheat, and the flour thus made comes into competition with our wheat and flour in the English market. Were they not to get our wheat for this purpose, their wheat would be unfit for export, or have to be exported at a reduced rate. The Americans produce much more wheat than they consume, and imports from this country simply swell their exports in precisely the same ratio. If my competitor orders an article from me for a person who is occasionally my customer as well as his, I am no better off than if he had allowed the customer to have come to me directly for the article himself. In fact, I am worse off; persons who buy to sell again are accustomed to a margin called trade discount. Selling direct to the consumer is like buying direct from the manufacturer; these are the transactions in which there is most profit. England is our chief customer for wheat, and seeing this, direct exports secure the largest ultimate profit.

To place our commerce on a profitable and durable basis, we must resort to direct trade by outlets of our own. The proposed Reciprocity Treaty would be an entangling alliance which might lead to very undesirable results. With Canada, free trade is the forerunner of annexation. It is said that the treaty of 1854 did not lead to this. There was a good reason for it. The South seceded in time to check the demand and prevent the catastrophe. Another secession might not occur, at the proper time, to save us from similar danger.

The termination of a treaty is a delicate question, when the notice proceeds from the weaker party. Had Canada been obliged to give the notice in 1864, in the temper of the American people at that time, it might have led to hostilities.

Belligerent demagogues might make it a pretext for forcible annexation. But, say the free-traders, England would not allow any such proceeding. My answer is this: if the treaty is adopted before its expiration, England will have little reason to care what becomes of this country. For all practical purposes, Canada will be to England a separate, or part of a separate nation. Had there been no secession of the South, no war, no ward debt or termination of the treaty of 1854, British influence and British manufactures would be nearly extinct here by this time.

The proposed treaty meets with about as much opposition in the States as Canada. This is accepted, by free-traders, as a proof that the treaty is advantageous to us. It is no proof at all. The treaty might be a positive injury to both countries. If A says to B, do my work and I will do yours, the proposition, if carried into effect, might result in large loss to both. This is just my view of the treaty. It might be injurious to both countries. Hence the opposition from both sides.

REDUCTION IN CABLE RATES

By the Great North Western Telegraph Company.

Business will be facilitated by the recent reduction of cable rates by the Great North Western Telegraph Company. The new rates are now in effect.

On Deferred Cable Messages addressed to Great Britain or Ireland the rates will be as follows:

From points in	Rate per word.
Ontario, Quebec, and New Brunswick	.09c.
Manitoba	.14c.
Maine, New Hampshire, and Vermont	.09c.
New York State	.11c.

No reduction has been made in rate on this service to other countries which have adopted it, the rate to such other countries remaining one-half the full cable word rates.

The following schedule of rates will be used in connection with Cable Letters:—

From All offices in	Rate for 13 words or less to London or Liverpool, or for postal delivery beyond.	Additional rate for each word over 13.	Additional rate for each word of message if telegraphed to points in Great Britain or Ireland other than London or Liverpool. (Minimum 12 words.)	Additional rate for each word of message if telegraphed to points in Holland or Belgium. (Minimum 12 words.)	Additional rate for each word of message if telegraphed to other countries.
Ontario, Quebec, and New Brunswick	.75	.05	.01	.02	France 7½c. Germany, 9c. or regular word rate beyond London as per pages 804 to 812, inclusive, of Tariff Book.
Maine, New Hampshire, and Vermont	1.00	.05	.01	.02	
New York State	1.05	.05	.01	.02	
Manitoba	1.75	.05	.01	.02	

Cable count will be used in each case.

Cable Letters will be delivered at the convenience of the Company on the following day.

The following schedule of rates will be used in connection with Week-End Letters:—

From All offices in	Rate for 25 words or less to London or Liverpool or for postal delivery beyond.	Additional rate for each word over 25.	Additional rate for each word of message if telegraphed to points in Great Brttain or Ireland other than London or Liverpool (Minimum 24 words.)	Additional rate for each word of message if telegraphed to points in Holland or Belgium. (Minimum 24 words.)	Additional rate for each word of message if telegraphed to other countries.
Ontario, Quebec, and New Brunswick	1.15	.05	.01	.02	France, 7½c. Germany, 9c. or regular word rate beyond London as per pages 804 to 812, inclusive, of Tariff Book.
Maine, New Hampshire and Vermont	1.40	.05	.01	.02	
New York State	1.45	.05	.01	.02	
Manitoba	2.15	.05	.01	.02	

Cable count will be used in each case.

Cable Letters and Week-End Letters will be forwarded by wire to Montreal (designated the cable terminal for offices in Canada) or to Boston or New York (designated the cable terminals for offices in the United States), and separate Day Message or Night Letter rates will no longer be charged for transmission to such cable terminals, they being included in the above rates.

Cable Letters and Week-End Letters may be mailed as heretofore, at the option of the senders, from the office of origin to the cable terminal at Montreal, New York or Boston as above, for transmission at the 75c. rate for Cable Letters and the $1.15 rate for Week-End Letters, which apply to those cities. They must be written in plain language, and either the language of the country of origin (which in the case of Canada will include French), or of the country of destination, may be used, provided through Cable Letter and Week-End Letter service has been extended to the country of destination, which service applies at present only to Great Britain and Ireland Holland and Belgium.

INDUSTRIAL ACCIDENTS.

According to the record of Industrial Accidents maintained by the Department of Labor, 114 workmen were killed and 359 injured during the month of November. Compared with the record for October, which was 105 killed and 415 injured, there were nine more killed and 47 fewer injured during November. The greatest number of fatal accidents occurred in steam railway service, navigation and the building trades, the figures for which were 82, 24, and 13, respectively. The largest number of non-fatal accidents occurred also in steam railway service, the record being 125, followed by the Metal trades, with 79, and by the building trades with 33.

DOMINION TIRE COMPANY.

The Dominion Tire Company, Limited, capitalized at $1,000,000, will open its new factory in Berlin, Ont., within the next few months. It will be one of the biggest and best in Canada.

FIRE DID NOT STOP BUSINESS.

The Brantford Cordage Company, Limited, who suffered from fire recently, state that their factory remains uninjured, that they have large supplies of raw materials on hand, and will be in a position to take care of all Ontario business for the season of 1913.

OXYGEN

Of guaranteed purity by the Claude's Process. The largest and most up-to-date plant now in operation on this continent.

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AND ALL SYSTEMS OF

WELDING AND CUTTING PLANTS

For welding steel, cast iron, copper, brass, lead, aluminum. For cutting steel and wrought iron.

SAMPLE AND REPAIR WORK UNDERTAKEN

L'AIR LIQUIDE SOCIETY

(Formerly R. J. LEVY)

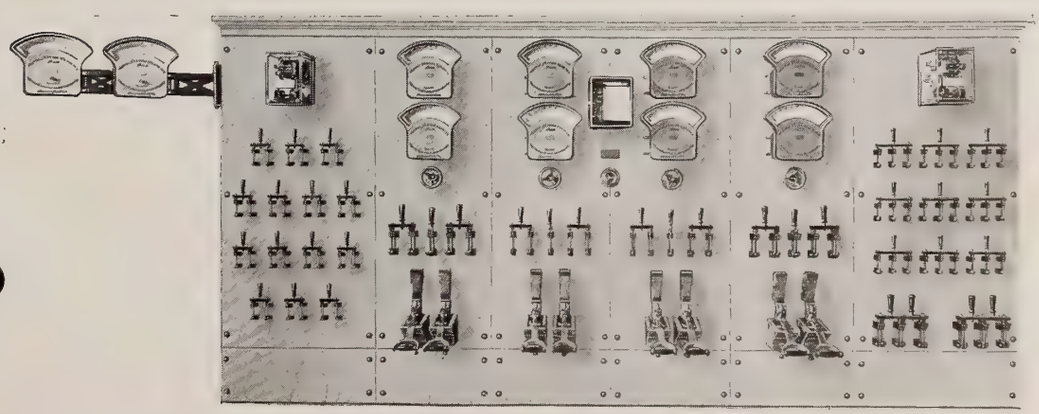
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When your switchboard is designed by men of unquestioned ability having years of practical experience. ¶ When the workmanship equals if not surpasses the highest attainments in switchboard construction. ¶ When the instruments used are the standard and bear the highest reputation in the world for quality and dependability. ¶ THE RESULT—the acme of good service at all times and under all conditions.

THE Northern Electric AND MANUFACTURING CO. LIMITED

Manufacturer of Telephone and Fire Alarm Apparatus and Distributor of Electrical Supplies for every possible need.
Montreal, Halifax, Toronto, Winnipeg, Regina, Calgary, Edmonton, Vancouver

FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of January, 1913. .. ..

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
E 2516 cancels E 2501	E 2120 cancels E 2103	Feb. 16-13	Warehouse storage charges at C.P. stations. Reissue. Reduction.
E 2515 cancels E 2409	E 2119 cancels E 2009	Feb. 10-13	Stop-off on lumber at C.P. stations. Reissue. Addition.
Sup. 9 E 2342	Sup. 9 E 1942	Jan. 13-13	Commodities between C.P. stations. Reduction.
Sup. 30 E 2250	Sup. 30 E 1848	Jan. 13-13	Switching and inter-switching. Reduction.
Sup. 9 E 2141	Sup. 9 E 1737	Feb. 10-13	Reshipping, stop-over and special arrangements. Reissue. Advance.
Sup. 31 E 2250	Sup. 31 E 1848	Jan. 13-13(R) Feb. 9-13(A)	Switching, inter-switching and absorption of switching. Reissue. Reduction. Advance.
E 2518 cancels E 1851	E 2122 cancels E 1441	Feb. 12-13	Class rates C.P. stations and stations on connecting lines to points in the Western U.S. Reissue. Reduction.
Sup. 3 E 2303	Sup. 3 E 1903	Feb. 12-13	Class rates stations in Canada to Detroit and points on the C.H. & D., P.M. and Wabash railroads. Reissue. Reduction. Advance.
Sup. 8 E 2359	Sup. 8 E 1959	Jan. 17-13	Paper commodities between points in Canada. Reissue. Reduction.
Sup. 8 E 2492	Sup. 8 E 2092	Jan. 21-13	Commodities between C.P. stations, also to to and from connecting lines. Reissue. Reduction. Cancellation.
Sup. 10 E 2342	Sup. 10 E 1942	Jan. 23-13	Commodities between C.P. stations. Reissue. Reduction.
Sup. 4 E 2492	Sup. 4 E 2092	Jan. 3-13	Commodities between points on C.P.R.. Reduction.
Sup. 5 E 2492	Sup. 5 E 2092	Jan. 6-13	Commodities between points on C.P.R. Reissue. Advance.
Sup. 1 E 2491	Sup. 1 E 2091	Feb. 3-13	Commodities C.P. stations to Boston, New York, Philadelphia and Baltimore for export. Change. Cancellation.
Sup. 6 E 2492	Sup. 6 E 2092	Jan. 6-13	Commodities between stations on C.P. and to and from connecting lines. Reissue. Reduction.
Sup. 7 E 2492	Sup. 7 E 2092	Jan. 10-13	Commodities between stations on C.P. and to and from connecting lines. Reissue. Reduction.
Sup. 5 E 2469	Sup. 5 E 2069	Feb. 8-13	Import ray sugar. St. John and West St. John to Niagara Falls, Berlin and Wallaceburg, Ont. Advance.

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 4 E 2319	Sup. 4 E 1919	Feb. 10-13	Commodities C.P. stations to points in the U. S. Reissue. Reduction.
Sup. 9 E 2492	Sup. 9 E 2092	Jan. 25-13	Commodities between stations on C.P.R. Reduction.
Sup. 25 E 1575	Sup. 25 E 1161	Jan. 25-13	Arbitraries applying on business to points on connecting lines. Reissue. Reduction.
Sup. 10 E 2141	Sup. 10 E 1737	Feb. 1-13	Re-shipping, stop-over and special arrangements at C. P. stations. New rates.
Sup. 24 E 1841	Sup. 24 E 1431	Jan. 27-13	Pig Iron C.L. between C. P. stations. Reissue. Reduction.

Grand Trunk Railway.

Sup. 42 E 150	Sup. 42 G.B.Y. 5	Jan. 20-13	Iron commodities l.c.l. from Ingersoll, Ont., to various points in Ontario. Reduction.
Sup. 52 E 31	Sup. 115 G.A. 6	Feb. 15-13	Class and commodity rates from points in Canada to Western U.S. points. Advance. Reissue. Reduction.
Sup. 3 E 2644	Sup. 3 C.Y. 27	Jan. 3-13	Scrap iron c.l., Welland to Montreal, 13½ cts. per 100 lbs. Reduction.
Sup. 9 E 1928	Sup. 9 C.O. 61	Jan. 7-13	Canned goods c.l., from shipping stations to points on G.T.R. in Canada. Reissue. Reduction.
Sup. 4 E 2644	Sup. 4 C.Y. 27	Jan. 6-13	Iron and steel castings and sash weights, St. Thomas to Walkerville. Reduction.
Sup. 7 E 2603	Sup. 7 C.U. 69	Feb. 5-13	Commodities between G.T. stations and stations on connecting lines and points in the U. S. Reissue. Reduction.
Sup. 6 E 2457	Sup. 6 S 86	Jan. 11-13	Interswitching. Reissue. Reduction.
Sup. 3 E 2629	Sup. 3 I 134	Feb. 8-13	Import merchandise, Portland, Me., to points on connecting lines. Reissue. Advance.
Sup. 11 E 1165	Sup. 11 C.R. 28	Feb. 10-13	Weighing of c.l. freight, also allowance from track scale weights. Reissue. Advance.
Sup. 12 E 578	Sup. 12 V 1	Feb. 20-13	Class and commodity tariff, stations in Canada to points on Toledo, St. Louis and Western Ry. Reissue. Advance. Reduction.
Sup. 28 E 32	Sup. 43 G.A. 7	Feb. 20-13	Class and Commodity tariff, stations in Canada to points on the Wabash R.R. Reissue Advance. Reduction.
Sup. 18 E 1011	Sup. 18 C.I. 25	Jan. 27-13	Iron commodities from Welland to G. T. stations and stations on connecting lines. Reissue. Reduction.
Sup. 1 E 2231	Sup. 1 E 39	Jan. 25-13	Roofing C.L. from Lachine to St. John and Halifax. New rate.

Lake Shore & Michigan Southern Railway.

Sup. 23 225	——— ———	Feb. 1-13	Iron and steel articles L.S. & M.S. stations to points in Canada.

Canadian Northern Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 1 E 173	Sup. 1 E 201	Jan. 3-13	Commodities between stations in Eastern Canada. New rates. Advance. Reduction.

Michigan Central Railroad.

Sup. 5 1907	Sup. 5 9086	Feb. 15-13	Class and commodity rates between stations in Canada and Buffalo, Black Rock and Suspension Bridge, N.Y.

Wabash Railroad.

Sup. 15 573	Sup. 15 D-5868	Feb. 11-13	Classes and commodities from stations on Wabash R.R. in the U.S. to stations in Canada.

Lake Shore & Michigan Southern Railway.

Sup. 10 233	———	Feb. 15-13	Commodities from L.S. & M.S. stations to points in Canada.
Sup. 7 288	Sup. 7 B-2534	Feb. 8-13	Iron and steel articles, Erie R.R. stations to points in Canada.
316 cancels 236	B-3119 cancels B-1523	Feb. 8-13	Pig iron c.l. North Tonawanda to stations in Canada.

Pere Marquette Railroad.

1563 cancels 1365	3960 cancels 3428	Jan. 14-13	Commodities between P.M. stations in Canada, also to stations on connecting lines. Reissue. Reduction. Advance.

Baltimore & Ohio Railroad.

1058 cancels 1050	———	Feb. 1-13	Commodity tariff B. & O. stations to points in Canada.

Cincinnati, Hamilton & Dayton Railway.

Sup. 4 276	Sup. 4 5603-A	Jan. 29-13	Commodities from Indianapolis and Moorefield, Ind., to points in Canada.
Sup. 10 272	Sup. 10 5602-A	Jan. 29-13	Commodities C.H. & D. stations to points in Canada.
Sup. 8 270	Sup. 8 5600-A	Feb. 4-13	Commodities C.H. & D. stations to points in Canada.

Pennsylvania Company.

Sup. 13 F-48	———	Feb. 1-13	Commodities P.R.R. stations west of Pittsburgh to points in Canada.

Pittsburgh, Cincinnati, Chicago & St. Louis Railway.

Sup. 11 P-46	———	Feb. 1-13	Class and commodity tariff from P.C.C. & St. L. stations to points in Canada.

Louisville & Nashville Railroad.

Sup. 21 103	Sup. 21 1198	Feb. 10-13	Class and commodity rates L. & N. stations to points in Canada.

Pennsylvania Railroad.

G.O. 521 cancels G.O. 423	———	Jan. 1-13	Import raw sugar, Baltimore, New York, Philadelphia, etc., to Wallaceburg, Ont.
Sup. 7 G.O. 298	———	Jan. 24-13	Class rates, P.R.R. stations to points on C.P.R.
G.01 529	———	Feb. 1-13	Import raw sugar, New York, Baltimore, etc., to Wallaceburg, Ont.

BOECKH'S BROOMS

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Factories
Steamboats
Foundries

Railroads
Mines
Collieries

Mills
Smelters
Warehouses etc.



8 STYLES

Warehouse A	5 strings
Warehouse B	4 strings and 1 wire band
Ship or Deck	4 strings
2 B. Cable	2 wire bands
3 B. Cable	3 " "
Barn - Split Bamboo Centre	2 " "
Concrete—Split Cane Centre	3 " "
Yard—Cane Centre	3 " "

Write for prices.

Try the Right Kind for Your Particular Requirement

They are guaranteed. Will outlast two ordinary brooms.

The BOECKH BROS. COMPANY, Ltd., Toronto, Canada

AMONG THE INDUSTRIES

A factory will be erected in Hamilton, Ont., by the Fritz Canning Co.

A basket factory will be erected in Grimsby, Ont., by Arthur Hewson.

A dairy will be erected in Montreal, Que., by the Consolidated Milk Co.

Extension will be made to the C.P.R. hotel, Chateau Frontenac, Quebec, Que.

James H. Maher, Montreal, Que., is erecting a ten-storey office building costing $300,000.

A dairy and barn, costing $25,000, is being erected by the Alberni Land Co., in Alberni, B.C.

It is stated that a three-storey hotel, costing $60,000 will be erected in Fort Frances, Ont.

It is stated that an upholstering factory costing $30,000, will be erected in Stratford, Ont.

The Dominion Iron and Steel Co., Sydney, N.S., are increasing the capacities of their plants.

The C.P.R. intend to materially increase their present yard space at Regina in the near future.

A $15,000 business building is being erected in Coquitlam, B.C., for the Goddard Mercantile Co.

Fire damaged to the extent of $200,000 the plant of the Manitoba Rolling Mills, Winnipeg, Man.

$50,000 damage was done by a fire to the Canadian Tungsten Lamp Company's works, Montreal, Que.

The Coquitlam Shipbuilding Co. has almost completed the erection of a plant on the Pitt River, B.C.

A site has been purchased in Hamilton, Ont., for the erection of a plant, by the Mercury Mills, Ltd.

The Royal Bank of Canada, (head office, Montreal, Que.), will erect a two-storey office building in Hamilton, Ont.

The Canadian Oil Companies, Ltd., will erect a plant and six large storage tanks, costing $166,000, in Brandon, Man.

It is rumored that the Gordon-Mackay Co. of Toronto, Ont., will erect a large departmental store in Regina, Sask.

The Niagara Falls Furnace Co. have purchased a site in Niagara Falls, Ont., for the erection of two furnace factories.

The Chicago Bridge & Iron Co., Chicago, Ill., are negotiating for a site in Hamilton, Ont., on which to erect a factory.

A new publishing Co., to be known as The Times Company, Limited, with a capital stock of $100,000, has been formed in Montreal, Que.

Fire did $50,000 damage to the warehouses of the Campbell Oil Co., Winnipeg, Man.

Dan Baird, St. Mary's, Ont., is having additions made to his planing mill.

The Royal Auto Co., will erect a two-storey factory, costing $75,000, in Strathroy, Ont.

A hotel costing $225,000, is being erected in Saskatoon, Sask., by J. P. O'Leary.

The Sydney Boot and Shoe Co., authorized capital $100,000, contemplate erecting a $50,000 shoe factory in Sydney, N.S.

A factory will be erected in Toronto, Ont., by Mason and Risch Piano Co.

An office building, costing $45,000, will be erected in Vancouver, B.C., by the Standard Trust and Industrial Co.

C. N. Davidson, Vancouver, B.C., will erect a six-storey store and apartment house, costing $132,000.

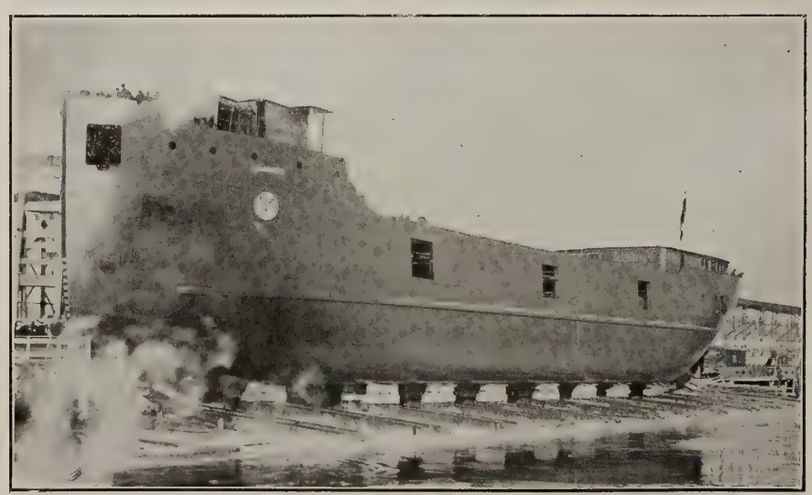
Extensive alterations will be made to the Western Hotel, Victoria, B.C.

The German Canadian Trust Co., will erect a business building, costing $300,000 in Victoria, B.C.

An electric motor car factory will be erected in Walkerville, Ont., by the Tate Electric Co., Ltd., of Windsor, Ont.

The Standard Underground Cable Co., of Canada, Ltd., (general offices, Hamilton), has established new branch offices in Montreal, Que., and Winnipeg, Man.

The Dominion Marble Co., of Turcot, Que., have decided to increase their quarry equipment and also the capacity of the finishing plant in Montreal to nearly double its size. In order to obtain the additional capital required the company are issuing $150,000 six per cent., 15 year bonds.



Launching of the Calgarian from the dock of the Western Dry Dock and Shipbuilding Co., Port Arthur, on December 28th

The *Calgarian* is 244 feet between perpendiculars and 257 feet over all, with a beam of 42 feet 6 inches, and a moulded depth of 26 feet 6 inches. 2,000,000 pounds of steel plate, channels, angle iron, etc., went into the construction of this boat, which is valued at about $175,000.

THE DOMINION BANK

Proceedings of the Forty-Second Annual General Meeting of the Shareholders

THE FORTY-SECOND ANNUAL GENERAL MEETING OF THE DOMINION BANK was held at the Banking House of the Institution, Toronto, on Wednesday, 29th January, 1913. A great many Shareholders were present.

It was moved by A. W. Austin, seconded by E. W. Hamber, that Sir Edmund B. Osler, M.P., do take the chair, and that Mr. C. A. Bogert do act as Secretary.

Messrs. A. R. Boskell, K.C., and W. Gibson Cassels were appointed scrutineers.

The Secretary read the Report of the Directors to the Shareholders, and submitted the Annual Statement of the affairs of the Bank, which is as follows:—

To the Shareholders:

The Directors beg to submit the Forty-second Annual Report of the affairs of the Bank, and the result of its operations for the twelve months ended 31st December, 1912, which they feel will be received with satisfaction by the Shareholders:

Balance of Profit and Loss Account, 30th December, 1911		$ 500,116 10
Net profits for the year, after deducting all charges and making full provision for bad and doubtful debts		901,529 44
Premium received on new Capital Stock		297,200 63
Making a total of		$1,698,846 17
Which has been disposed of as follows:		
Dividends (quarterly) at Twelve per cent. per annum	$ 588,536 53	
Bonus, Two per cent.	100,000 00	
Total distribution to Shareholders of Fourteen per cent. for the year	$ 688,536 53	
Contribution to Officers' Pension Fund	25,000 00	
Transferred to Reserve Fund—Premium on New Stock	297,200 63	
		1,010,737 16
Balance of Profit and Loss Carried forward		$ 688,109 01

RESERVE FUND

Balance at credit of account 30th December, 1911	$5,702,799 37
Transferred from Profit and Loss Account	297,200 63
	$6,000,000 00

There has been a further gratifying increase in the business of the Bank, as evidenced by the figures in the Statement presented. The prosperity of the country and the consequent demand for banking accommodation permitted the employment of its funds to unusual advantage throughout the year, resulting in earnings sufficient to enable the Directors to distribute a bonus of 2 per cent. in addition to the usual dividend of 12 per cent.

To meet the general expansion of business in Canada, in which this Bank continues to participate, your Directors decided to issue to the Shareholders of record of the 15th February, 1913, a further $1,000,000 of new Capital Stock, at a premium of 100.

This issue is a part of the $5,000,000 of new stock authorized by the Shareholders at the Annual Meeting of the 26th January, 1910, and duly approved by the Treasury Board at Ottawa. Particulars of this allotment will be given forthwith to the Shareholders by circular. When payment of this issue has been made in full the paid-up Capital of the Bank will amount to $6,000,000, and of the total Authorized Capital of $10,000,000 there will remain unissued $4,000,000.

Owing to the growing importance of the Bank's business the Directors considered it advisable to recommend an increase in their number from nine to eleven, and a by-law will be submitted to you covering this change.

You will also be asked to give your sanction to a by-law increasing the remuneration of the Directors, made necessary by these additions to the Board.

In connection with Bank Premises the year just closed was one of unusual importance, several transactions of great moment having been brought to completion.

You were informed at the annual meeting in 1911 of the purchase of the property on the Northeast corner of King and Yonge Streets, Toronto, for the purposes of Head Office premises, as your Directors were at that time unable to acquire sufficient land immediately adjoining the present site. Last year, however, they succeeded in purchasing the property directly south of that now occupied, and extending to Melinda Street. A sale of the northeast corner was subsequently effected at a satisfactory price.

Plans have been prepared, and it is the intention to begin active operations at an early date for the erection of a building that should meet the Bank's requirements for many years to come.

Necessary outlays have been made for improvements to several offices already established, for new Branches opened, and for the purchase of the premises which the Bank has for many years occupied at the corner of Queen and Sherbourne Streets, Toronto, and at Oshawa, Ont.

Sites were also secured at West Toronto, Edmonton South (formerly Strathcona), Elmwood (Winnipeg), and additional property was acquired adjoining our Windsor, Ont., Branch.

Branches of the Bank were opened in 1912 as follows:—In Ontario—Dupont and Christie Streets, Roncesvalles and High Park Avenues, Dufferin Street and Lappin Avenue, Dufferin Street and St. Clair Avenue, Toronto; By-Ward Market Branch, Ottawa; and Port Arthur.

In the Western Provinces—Swift Current, Moose Jaw (South Hill Branch), Saskatchewan; Edmonton (First Street Branch), Calgary (Riverside Branch), Alberta; North Vancouver, British Columbia.

New Dundee and Malton, Ont., and Wawota, Sask., Branches were closed in 1912.

Every Branch of the Bank has been inspected during the year by Head Office officials, specially qualified for such duties, and, as is customary, the Balance Sheet of the 31st December, 1912, including the Cash Assets and Investments of the Institution, has been verified by a Committee of your Directors.

E. B. OSLER,
President.

Toronto, 29th January, 1913.

The Report was adopted.

A by-law was passed authorizing an increase in the number of Directors from nine to eleven.

The thanks of the Shareholders were tendered to the President, Vice-President and Directors for their services during the year, and to the General Manager and other officers of the Bank for the efficient performance of their respective duties.

The following gentlemen were duly elected Directors for the ensuing year:—Messrs. A. W. Austin, W. R. Brock, James Carruthers, R. J. Christie, J. C. Eaton, J. J. Foy, K.C., M.L.A., E. W. Hamber, H. W. Hutchinson, W. D. Matthews, A. M. Nanton and Sir Edmund B. Osler, M.P.

At a subsequent meeting of the Directors Sir Edmund B. Osler, M.P., was elected President, and Mr. W. D. Matthews Vice-President for the ensuing term.

GENERAL STATEMENT

LIABILITIES.

Notes in Circulation		$5,256,368 00
Deposits not bearing interest	$ 9,564,569 61	
Deposits bearing interest (including interest accrued to date)	49,777,866 86	
		59,342,436 47
Deposits made by and balances due to other Banks in Canada		511,504 99
Balances due to Banks in foreign countries		1,984,196 15
Total Liabilities to the Public		$67,094,505 61
Capital Stock paid up		5,000,000 00
Reserve Fund	$6,000,000 00	
Balance of Profits carried forward	688,109 01	
Dividend No. 121, payable 2nd January, 1913	149,092 50	
Bonus, two per cent., payable 2nd January, 1913	100,000 00	
Former Dividends unclaimed	643 36	
Reserved for Rebate on Bills Discounted, Exchange, etc.	192,324 78	
		7,130,174 65
		$79,224,680 26

ASSETS.

Specie	$ 1,563,011 28	
Dominion Government Demand Notes	7,514,872 50	
Notes of and Cheques on other Banks	4,402,526 88	
Balances due from other Banks in Canada	440,021 20	
Balances due by Agents in the United Kingdom and Banks in foreign countries	2,043,299 32	
	$15,963,731 18	
Provincial Government Securities	437,274 09	
Canadian Municipal Securities and British or Foreign or Colonial Public Securities other than Canadian	607,677 56	
Railway and other Bonds, Debentures and Stocks	6,193,081 93	
Loans on Call, secured by Stocks and Bonds	6,040,075 29	
		29,241,840 05
Bills Discounted and Advances Current	$46,415,841 57	
Deposit with Dominion Government for Security of Note Circulation	231,420 00	
Overdue Debts (estimated loss provided for)	115,961 07	
Real Estate, other than Bank Premises	5,010 63	
Mortgages on Real Estate sold	978,167 57	
Bank Premises	2,236,439 37	
		49,982,840 21
		$79,224,680 26

CONTINGENT LIABILITIES.

Acceptances under Commercial Letters of Credit against Merchandise	£174,789 10s. 8d.

C. A. BOGERT,
General Manager.

Toronto, 31st December, 1912.

Central Railroad of New Jersey.

631 cancels 622	———	Jan. 5-13	Paper, Roofing and Building, C.R.R. of N.J. stations to points in Canada.

Cincinnati, Hamilton and Dayton Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 1 291	Sup. 1 5601 A	Jan. 19-13	Commodity rates. C. H. & D. stations to points in Canada.
279	5652	Jan. 10-13	Classes C.H.&D. stations to points in Canada.
278 cancels 232 266	5280 E cancels 5280 D 5284 A	Jan. 10-13	Classes and Commodities C. H.&D. stations to points in Canada.

Pere Marquette Railroad.

Sup. 32 833	Sup. 32 2149	Jan. 14-13	Class and commodity tariff P.M. stations in Canada to points in the U.S. Reduction.
1554	3943	Dec. 12-12	Canned goods C. L. from P.M. stations in Canada to points on connecting lines. Reduction.
1531 cancels 1364 1435	3903 cancels 3427 3719	Oct. 16-12	Commodities P. M. stations in Canada to points in Ontario and Quebec. Reduction.

Baltimore & Ohio Railroad.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 11 934	———	Jan. 13-13	Spelter, zinc residue, etc. B. & O. stations to points in Canada. Reduction.
1050 cancels 857	———	Jan. 1-13	Commodities, B. & O. stations to points in Canada. Advance.
Sup. 10 851	———	Jan. 22-13	Iron and steel. B. & O. stations to points in Canada. Reissue. Advance.
Sup. 1 1044	———	Jan. 22-13	Commodities, New York, Philadelphia and Baltimore, to points in Canada. Reduction.
1953	———	Jan. 22-13	Class rates B. & O. stations to points in Ontario.
Sup. 14 872	———	Jan. 11-13	Billets, Pig Iron, etc. B. & O. stations to points in Canada.
659 cancels 636	C 12280 cancels B 12280	Jan. 2-13	Commodities from Buffalo, Black Rock and Suspension Bridge to points in Canada.

Chesapeake & Ohio Railway.

10 cancels CC&LR 302	2400 A cancels 2400	Dec. 30-12	Iron and Steel Articles C. & O. stations to points in Canada.

Chicago, Terre Haute and Southeastern Railway.

13 cancels 5	———	Jan. 15-13	Classes and Commodities C. T. H. & S. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

529. **Iron and Steel Products.**—A firm in New York, with offices in Buenos Aires and London, would like to hear from Canadian manufacturers of iron and steel products, machinery, construction and building materials, who are interested in working up trade in the Argentine Republic.

530. **Canned Lobsters.**—An Austrian importer desires addresses of Canadian shippers of canned lobsters.

531. **Marine Oil Engines.**—A consulting engineer in London desires to correspond with some Canadian firms of engineers with a view to arrange for the manufacture in Canada of marine oil engines.

532. **Asbestos and Mica.**—A Scottish manufacturing company invites samples and quotations from Canadian shippers of crude asbestos and mica.

533. **Birch Boards and Squares.**—A Liverpool company of timber merchants and importers invites offers from Canadian shippers of birch boards and squares cut to specifications.

534. **Flax.**—A Birmingham firm enquires for Canadian flax.

535. **Washboards.**—A London firm is prepared to buy 17-inch washboards.

536. **Cycle Rims.**—A Birmingham firm could place a large order for wood cycle rims.

537. **Hardware Specialties.**—A London firm would be glad to hear from Canadian manufacturers of hardware specialties seeking an export outlet.

538. **Canned Fish and Fruits.**—Liverpool branch of same firm has established connection in these lines and invites correspondence from Canadian exporters.

539. **Round Wooden Dowels.**—A London firm asks to be placed in correspondence with Canadian manufacturers of round wooden dowels.

540. **Butter.**—Firm wants to get into touch with creamery, or buttermaking plant capable of producing large or small quantities of good butter.

541. **Asbestos.**—Well recommended Belgian gentleman with good business connection is anxious to represent crude asbestos producers, in Belgium, France and Germany.

Samuel May & Co., billiard table and bowling alley manufacturers, Toronto, are erecting a large addition to their manufacturing premises. The building will be fire-proof concrete, brick and steel, with six-inch laminated floors, equipped with automatic fire sprinkler system and shavings and dust arrester service. Four storeys, with a total floor space of 25,000 feet.

INCREASING IN POPULARITY.

It is interesting, though not strange, to notice how popular Sir Richard Cartwright's book, "Reminiscences," has become among manufacturers. As Minister of Trade and Commerce, Sir Richard had a great deal to do with business affecting the manufacturing interests of the country. The second volume is awaited with anticipation. Wm. Briggs, Toronto, publishers.

THE CANADIAN BANK OF COMMERCE

REPORT OF THE PROCEEDINGS

OF

THE ANNUAL MEETING OF SHAREHOLDERS

Tuesday, 14th January, 1913

The forty-sixth Annual Meeting of the Shareholders of The Canadian Bank of Commerce was held in the banking house on Tuesday, 14th January, 1913, at 12 o'clock.

A large number of shareholders and others were present.

The President, Sir Edmund Walker, having taken the chair, Mr. A. St. L. Trigge was appointed to act as Secretary, and Messrs. W. Murray Alexander and A. J. Glazebrook were appointed scrutineers.

The President called upon the Secretary to read the Annual Report of the Directors, as follows:—

REPORT.

The Directors beg to present to the shareholders the forty-sixth Annual Report, covering the year ending 30th November, 1912, together with the usual Statement of Assets and Liabilities:

The balance at credit of Profit and Loss Account, brought forward from last year, was		$ 203,394 89
The net profits for the year ending 30th November, after providing for all bad and doubtful debts, amounted to		2,811,806 42
Transferred from Rest Account of Eastern Townships Bank		2,400,000 00
Premium on New Stock		242,180 00
		$5,657,381 31
This has been appropriated as follows:		
Dividends Nos. 100, 101, 102, and 103, at ten per cent per annum		$1,418,622 43
Bonus of one per cent., payable 1st December, 1912		150,000 00
Written off Bank Premises		500,000 00
Transferred to Pension Fund (annual contribution)		75,000 00
Transferred to Rest Account	$2,500,000 00	
Transferred to Rest Account, premium on new stock	242,180 00	
		2,742,180 00
Balance carried forward		771,578 88
		$5,657,381 31

All the assets of the Bank have been as usual carefully revalued and ample provision has been made for all bad and doubtful debts.

In accordance with an agreement entered into in December, 1911, this Bank took over on 1st March last, the business of the Eastern Townships Bank, with headquarters at Sherbrooke, Que., and ninety-nine branches and sub-agencies, chiefly situated in the Eastern Townships District of the Province of Quebec. In addition to fifty-two new branches and thirty-two sub-agencies in the Province of Quebec, the Bank thus acquired new offices at Coleman and Taber, Alberta; Grand Forks, Keremeos, Midway, Naramata, Phoenix, Summerland, and Vancouver (two offices), British Columbia; and Winnipeg, Manitoba. The business of the Eastern Townships Bank branches at Lethbridge, Princeton, Quebec, and Victoria, was at once transferred to our own offices, and later in the year the business of their principal offices in Montreal and Winnipeg was also consolidated with our branches in those cities, the change at Winnipeg taking place as soon after the opening of our new building as it could be conveniently effected. The nine months' experience which we have had with the new business has given us every reason to feel satisfied with our purchase.

There were issued to the shareholders of the Eastern Townships Bank in exchange for their stock in that institution 60,000 shares of new stock of this bank, having a par value of $3,000,000. This has increased the paid-up capital stock of the Bank to $15,000,000. The by-law passed at the last annual general meeting increasing the authorized capital stock to $25,000,000 received the approval of the Treasury Board on 26th February, 1912.

In addition to the offices acquired from the Eastern Townships Bank, the Bank has opened during the year the following branches: in British Columbia—Rock Creek, North Vancouver, Powell Street (Vancouver), and Oak Bay Avenue (Victoria); in Alberta—Athabasca Landing, Hanna, Tilley, Vulcan, and Youngstown; in Saskatchewan—Blaine Lake, Laird, and Lewvan; in Ontario—Brockville, Cornwall, Ingersoll, Niagara Falls, Port Colborne, Port Stanley, West End (Sault Ste. Marie), Smith's Falls, St. Thomas, Sudbury, Tillsonburg, Danforth and Broadview (Toronto), and Earlscourt (Toronto); in Quebec—Fraserville, Maisonneuve (Montreal), Prince Arthur and Park (Montreal), Nicolet, and Three Rivers; in New Brunswick—Fredericton, and in Newfoundland—St. John's. The sub-agencies at Keremos, B.C., East Angus, Howick, St. Chrysostome, Ste. Elizabeth, and Weedon, Quebec, have been equipped as branches. The branches at Bounty, Sask., and Stewart, B.C., and the sub-agencies at Midway, B.C., and St. Constant, Que., have been closed. Since the close of the year branches have been opened at Courtenay and Pandora, and Cook (Victoria), B.C., Port McNicoll, Ont., Campbellton and Moncton, N.B.; the Dunham, Que., sub-agency has been equipped as a branch, and the Upton, Que., sub-agency closed.

In accordance with our usual practice the various branches and agencies of the Bank in Canada, the United States, Great Britain, and Mexico, and the Departments of the Head Office have been thoroughly inspected during the year.

The Directors again desire to record their appreciation of the efficiency and zeal with which the officers of the Bank have performed their respective duties.

B. E. WALKER,
President.

Toronto, 14th January, 1913.

GENERAL STATEMENT.

30th November, 1912.

LIABILITIES.

Notes of the Bank in circulation		$ 16,422,864 68
Deposits not bearing interest	$ 58,586,813 55	
Deposits bearing interest, including interest accrued to date	139,030,648 45	
		197,617,462 00
Balances due to other Banks in Canada		885,514 94
Balances due to other Banks in Foreign countries		2,842,439 50
		$217,768,281 12
Dividends unpaid		6,429 74
Dividend No. 103 and bonus, payable 1st December		525,000 00
Capital paid up	$ 15,000,000 00	
Rest	12,500,000 00	
Balance of Profit and Loss Account carried forward	771.578 88	
		28,271,578 88
		$246,571,289 74

ASSETS.

Coin and Bullion	$ 11,273,485 39	
Dominion Notes	16,181,480 25	
		$27,454,965 64
Balances due by Agents in the United Kingdom	$ 2,082,538 49	
Balances due by other Banks in foreign countries	4.718,352 03	
Balance due by other Banks in Canada	28,645 40	
Notes and Cheques on other Banks	10,092,360 90	
		16,921,896 82
Call and Short Loans in Canada		8,779,459 47
Call and Short Loans in the United States		9,003,590 37
Government Bonds, Municipal and other Securities		14.362,116 82
Deposit with the Dominion Government for security of Note circulation		707,000 00
		$ 77,229,029 12
Other Current Loans and Discounts		163,753,559 28
Overdue Debts (loss fully provided for)		487,738 94
Real Estate (other than Bank Premises)		208,372 77
Mortgages		404,096 95
Bank Premises (including the balance unsold of certain premises acquired from the Eastern Townships Bank)		4,423,993 07
Other Assets		64,499 61
		$246,571,289 74

ALEXANDER LAIRD,
General Manager.

The motion for the adoption of the report was put and carried. By-laws increasing the number of Directors of the Bank to twenty-two and increasing the amount available for the remuneration of the Board of Directors were then passed. The usual resolutions expressing the thanks of the Shareholders to the President, Vice-President, and Directors, and also to the General Manager, Assistant General Manager, and other officers of the Bank were unanimously carried. Upon motion the meeting proceeded to elect Directors for the coming year, and then adjourned.

The Scrutineers subsequently announced the following gentlemen to be elected as Directors for the coming year: Sir Edmund Walker, C.V.O., LL.D., D.C.L., Hon. George A. Cox, John Hoskin, K.C., LL.D., J. W. Flavelle, LL.D., A. Kingman, Hon. Sir Lyman Melvin-Jones, Hon. W. C. Edwards, Z. A. Lash, K.C., LL.D., E. R. Wood, Sir John M. Gibson, K.C.M.G., K.C., LL.D., William McMaster, Robert Stuart, George F. Galt, Alexander Laird, William Farwell, D.C.L., Gardner Stevens, A. C. Flumerfelt, George G. Foster, K.C., Charles Colby, M.A., Ph.D., George W. Allan, H. J. Fuller, F. P. Jones.

At a meeting of the newly-elected Board of Directors held subsequently, Sir Edmund Walker, C.V.O., LL.D., D.C.L., was elected President, and Mr. Z. A. Lash, K.C. LL.D., Vice-President.

The Canadian Bank of Commerce

Paid-up Capital : : : :	$15,000,000
Rest : : : : : : :	$12,500,000

Drafts on Foreign Countries

Every branch of this Bank is able to issue, on application, drafts on the principal points in the following countries :—

Africa	France	Peru
Arabia	French Cochin-China	Philippine Islands
Argentine Republic	Germany	Portugal
Australia	Great Britain	Roumania
Austria-Hungary	Greece	Russia
Belgium	Holland	Servia
Brazil	Iceland	Siam
Bulgaria	India	Siberia
Ceylon	Ireland	Soudan
Chili	Italy	South Africa
China	Japan	Spain
Crete	Java	Straits Settlement
Cuba	Malta	Sweden
Denmark	Manchuria	Switzerland
Egypt	Mexico	Turkey
Faroe Islands	Norway	United States
Finland	Panama	Uruguay
Formosa	Persia	West Indies

THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Authorized . . .	$25,000,000
Capital Paid up	$11,500,000
Reserve & Undivided Profits	$13,000,000
Total Assets	$175,000,000

HEAD OFFICE, MONTREAL

BOARD OF DIRECTORS

H. S. Holt, President E. L. Pease, Vice-President
E. F. B. Johnston, K.C., 2nd Vice-President

Wiley Smith	D. K. Elliott	Wm. Robertson
Hon. D. MacKeen	W. H. Thorne	A. J. Brown, K.C.
Jas. Redmond	Hugh Paton	W. J. Sheppard
G. R. Crowe	T. J. Drummond	C. S. Wilcox
	A. E. Dyment	

OFFICERS

E. L. Pease, General Manager
C. E. Neill and F. J. Sherman, Asst. Gen.-Managers
W. B. Torrance, Supt. of Branches

Branches in every Province of the DOMINION OF CANADA and in NEWFOUNDLAND; in HAVANA and throughout CUBA, Porto Rico and Dominican Republic; BAHAMAS, Nassau; BARBADOS, Bridgetown; JAMAICA, Kingston; TRINIDAD, Port of Spain and San Fernando.

LONDON, ENG., OFFICE—Princes St., E.C.

NEW YORK AGENCY — Corner William and Cedar Sts

Savings Department at All Branches

AMONG THE INDUSTRIES

A $16,000 warehouse is being erected in Vancouver, B.C., by Messrs. Brown & Howey.

The Dominion Canners, Limited, are contemplating erecting a factory in Comber, Ont.

The New Westminster Lumber and Woodworking Co. will erect two mills in Burnaby, B.C.

The Riordan Pulp and Paper Co., Montreal, Que., are erecting a $3,000,000 plant in Cobalt, Ont.

The Dominion Milling Co., Ltd., Milville, Sask., will erect a flour mill having a capacity of 300 bbls. per day.

The name of the Walbridge Elevator Company, Limited, has been changed to that of the Walbridge Grain Company, Limited.

The capital stock of Firstbrook Bros., Limited, has been increased from $300,000 to $1,000,000, by the issue of 7,000 shares of new stock of $100 each.

The Massey-Harris Co., Toronto, are erecting a four-story warehouse costing $85,000 in Calgary, Alta. They have also purchased a site for the erection of a warehouse in Lethbridge, Alta.

Mr. Stanley E. Elkin, general manager of the Maritime Nail Co., Ltd., of St. John, N.B., proposes to establish in Fort William a plant for the manufacture of wire nails and wire goods. The plant will cost not less than $500,000, and give employment to 200 men for 300 days in each year.

The Hamilton Malleable Iron Co. has been formed with a capital of $600,000. Mr. J. E. Hammond, formerly with Pratt & Letchworth Co., Ltd., Brantford, for twelve years, as manager, will be one of the directors and assume management of the plant. The new concern will conduct a general malleable iron business in Hamilton, and the output will consist principally of malleable iron castings for railroad, agricultural and miscellaneous work for custom trade. The plant will cost in the neighborhood of $250,000, will employ about 500 hands, and will be in operation by July 1st, 1913. The temporary office of the company is in the Sun Life Building, Hamilton.

The Mercury Mills, Limited, a company with a million dollars capital, has been formed in Hamilton, and will manufacture fine hosiery and underwear. The officials and directors of the company are: Mr. John Penman, the founder of the Penman Co., Paris, Ont., who retired in 1906 upon the reorganization of the corporation; Mr. Richard Thompson, formerly General Manager of Penman's, Limited, and Mr. H. G. Smith, who was in charge of the fine hosiery mill of this company. A four story and basement brick building on Park Street North, formerly occupied by the Princess Underwear Company, has been purchased from the Eagle Knitting Company. This plant, however, will be of a temporary nature, for it is the purpose of the organizers to purchase property and erect a mill embodying the most up-to-date ideas in construction and equipment. They expect to commence operations early in the new year, and will employ 100 hands at the start. When the new factory is erected they will employ between 400 and 500 hands.

Largest Bag Manufacturers in the British Empire

Jute and Cotton Bags, Hessians
Buckrams, Paddings, Rope and Twines
Lumbermen's and Contractors'
Supplies, Tents, Flags, Awnings
Tarpaulins and Clothing

SMART-WOODS LIMITED

SUCCESSORS TO

The Smart Bag Co., Limited

and

Woods, Limited

FACTORIES AND OFFICES AT

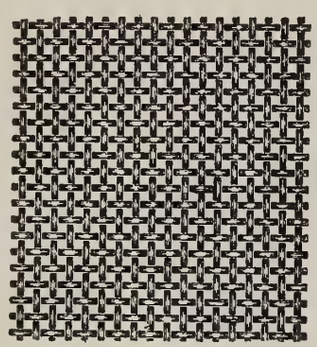
MONTREAL, OTTAWA, TORONTO and WINNIPEG

HEAD OFFICE, MONTREAL

Agent: W. A. James, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON - - CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Bank and Office Grilles and Ornamental Iron Work in all finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Laboratory Testing Sieves, Steel Factory Stools and Metal Lockers.

Send for Catalogue — Enquiries Solicited

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New Zealand Shipping Company, Limited

CANADA

: TO :

Australia and New Zealand

Regular monthly sailings from Montreal in summer and from St. John in winter. Calling at Melbourne and Sydney (Australia), Auckland, Wellington, Lyttelton and Dunedin (New Zealand). Sailings 15th of each month.

Through bills of lading issued to all points in Australia, New Zealand, Tasmania and other islands of Oceania.

Marine Insurance effected at rates equal to those given from New York.

First class passenger accommodation.

For rates and other information apply to

The New Zealand Shipping Co.

LIMITED

213 Board of Trade Building - Montreal

The Imperial Bank of Canada will erect an office building in Victoria, B.C.

Alterations are being made to the office building of Robert Redford, Montreal, Que.

Ernest G. McConkey, Toronto, Ont., contemplates erecting a twelve-storey hotel, costing $2,000,000.

The Legal and Financial Corporation, Ltd., will erect a twelve-story office building in Toronto, Ont.

Four additional storeys will be erected to the office building of the World Newspaper Co., Toronto, Ont.

The dairymen of Wellesley, Ont., are organizing a new company to rect and equip a cheese factory.

The Bank of Montreal building on Queen Street E., near Broadview Avenue, Toronto, is being enlarged.

Extensions will be made to the plant of the Strong-Scott Mfg. Co., manufacturers of flour milling machinery, Winnipeg, Man.

The Lewis and Clark Steel Corporation, of Tacoma, Wash., are contemplating the erection of a ten million dollar plant at New Westminster, B.C.

The Northwest Brass Foundry Company, Limited, operating at present thirteen factories in the United States and two in Canada, will establish a plant in Calgary, costing $300,000, and employing 500 men.

The Riordan Paper and Pulp Co., capitalized at $6,000,000, which has recently issued $1,500,000 worth of bonds for improvements and extensions to the various plants of the company, has selected a site near the present mills, Merritton, Ont., and will undertake the erection of a large new plant. The outlay will amount to about a million and a half dollars. An extensive enlargement is now under way at Hawkesbury, Ont.

The iron and brass manufacturing firm of T. McAvity & Sons, Ltd., have an engineer engaged in making a survey and preparing plans for the site which it is proposed to reclaim at the south end of St. John, N.B., to enable them to assemble their whole plant in one place. As soon as the survey is completed the matter will be laid before the city council. They wish to establish a million dollar plant, and would erect a group of thirty buildings, employing about a thousand men. Haley Bros. & Co., also wish to erect a woodworking plant on a much larger scale than that which they operate at present.

The brass manufacturing business of Chadwick Bros., Hamilton, has been reorganized, and will henceforth be known as Chadwick Bros. Co., Ltd. Additional capital to the extent of $250,000 has been secured. New buildings will be erected and four hundred hands will be employed. The policy of the business will be entirely changed and controlled by Henry J. Turner, vice-president and general manager, formerly secretary and sales manager of the U.S. Hame Company, of Buffalo. The president of the new concern is F. W. Baillie, of Baillie, Wood & Croft, the well-known Toronto financiers. The directors include W. M. Currie, of the Canada Steel Company; Arthur and Fred Chadwick, of Hamilton; and A. Pardoe, of Toronto.

THE GRASSELLI CHEMICAL COMPANY

LIMITED

Head Office and Works - - Hamilton, Ontario

BRANCH OFFICES AND WAREHOUSES:

Toronto, Ontario - - - 131 Eastern Avenue
Montreal, Quebec - - 27 Dalhousie Street

HIGH GRADE HEAVY CHEMICALS

Sulphuric, Muriatic and Nitric Acids, and Aqua Ammonia, both Commercial and Chemically Pure; Glauber's Salt, Salt Cake, Silicate of Soda, Lithopone, Mixed Acid, Hypo-Sulphite of Soda, Sulphide of Soda, Sal Ammoniac, Acetate of Lead, etc., etc., etc.

Grasselli Arsenate of Lead and Lime Sulphur Solution.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL ∴ CANADA

WROUGHT PIPE

BLACK AND GALVANIZED, SIZES ONE-EIGHTH TO FOUR INCHES
All our pipe thoroughly inspected, tested to 600 lbs. pressure and branded.

Ask Your Jobber for

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BRAND

Bolt and Nut Department

We are Now Manufacturing

CARRIAGE BOLTS
COACH and LAG SCREWS
TIRE BOLTS
MACHINE BOLTS
SLEIGH SHOE BOLTS
PLOW BOLTS
TRACK BOLTS
SQUARE NUTS
HEXAGON NUTS
BOILER RIVETS, TINNERS' RIVETS, Etc.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL ∴ WORKS: LACHINE CANAL

KAHN SYSTEM
OF REINFORCED CONCRETE

Steel Sash
Hyrib Rib Bars
Rib Metal
Concrete
Finishes
Waterproofing
Paste

KAHN SYSTEM
Reinforced Concrete

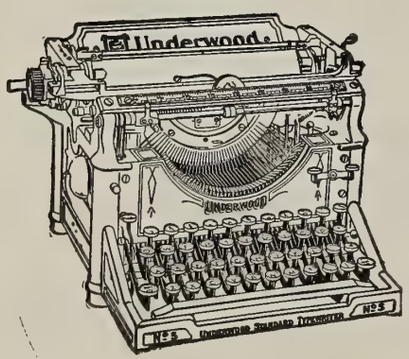
TRUSSED CONCRETE STEEL CO.
of Canada, Limited

Head Office and Works:
WALKERVILLE, ONT.
BRANCHES EVERYWHERE

Second-Hand Machinery

One 150 H. P. PRODUCER ENGINE
Can be changed to natural gas.
Four 50 K. W. GENERATORS
One 50 H.P. PRODUCER ENGINE
Direct connected to 110-Volt Generator.
One 12 x 12 AIR COMPRESSOR. Belt Driven. Fair condition.
One 3vs 3 Cylinder Milwaukee Brake & Electric Co. AIR COMPRESSOR, 150 cu. ft. (Now running.)
Two Sturtevant 54" HEATING SYSTEMS, complete. Two 3-ton MOTOR TRUCKS.

The Canadian Fairbanks-Morse Co., Limited
1379 Bloor Street West, Toronto



THIS is the complete general purpose typewriter—the new Underwood. It embodies in one machine all that can be expected in a typewriter.

—

United Typewriter Co.
Limited
ALL CANADIAN CITIES
HEAD OFFICE, TORONTO

Roden Bros., Toronto, Ont., will erect a factory on Carlaw Avenue.

Additions are being made to the Bank of Ottawa building, Ottawa, Ont.

The Royal Bank are remodelling their bank building in Windsor, Ont.

F. M. Holland is erecting a six-story office building in Toronto, Ont.

The American Can Co., Chicago, Ill., are erecting a factory in Vancouver, B.C.

Messrs. W. H. Jackman and J. Cudmore, Toronto, Ont., are erecting a warehouse.

Improvements, costing $20,000, are being made to the St. Regis Hotel, Winnipeg, Man.

Additions are being made to the factory of D. F. Jones Manufacturing Co., Gananoque, Ont.

A three-story factory is being erected in Coquitlam, B.C., for the Hayes Ornamental Cement & Staff Works.

The Anker Holt Manufacturing Co. will erect a plant for the manufacture of cream separators in Sarnia Ont.

It is stated that a grain exchange and office building, costing $500,000, will be erected in Fort William, Ont.

The American Can Co., Chicago, Ill., will erect a large factory to manufacture cans by machinery in Vancouver, B.C.

The Canada Stone Company, Limited, of Montreal, has absorbed the Sackville Freestone Company, New Brunswick.

The British Columbia Telephone Co. will erect a warehouse and office costing $100,000 in Vancouver, B.C.

Additions and extensions costing $15,000 are being made to the factory of the Dominion Wire Cloth Mfg. Co., Ottawa, Ont.

Henry Hope & Son, Birmingham, Eng., have been granted a free site in Peterboro, Ont., and will erect a factory costing $60,000. They will manufacture supplies for fireproof buildings.

The coal tower of the Nova Scotia Coal Co., Quebec, Que. (head office, Sydney, N.S.), has been destroyed by fire. A tower, costing $35,000, for loading and unloading ships, will be erected immediately.

The Diamond Knitting Co., have purchased a building in Hamilton, Ont., from J. R. Moodie & Sons, and will make stockings there. They intend building a mill immediately in the ease end of Hamilton, to manufacture underwear and sweaters, and will specialize in balbriggans.

The Bank of British North America will erect a modern bank building in St. John, N.B., this year. The Quebec Bank, which recently purchased a large building at the post office corner, is having it remodelled. The Merchants Bank of Canada will entirely remodel the building it has purchased on Prince William St., and move into it. The Royal Bank will erect a new building for a branch office in the north end of the city.

The Montreal Lithographing Company, Limited

High Class Lithographers and Designers of

CALENDARS SHOW CARDS

LABELS OFFICE STATIONERY

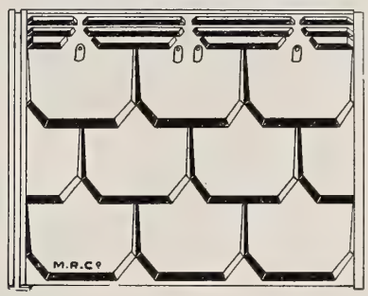
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Office and Works
ONTARIO STREET & PAPINEAU AVENUE
MONTREAL, CANADA



EASTLAKE Steel Shingles

"There with the Wear"



"There with the Wear"

A 26 YEAR actual record of service test, in all parts of Canada, is your guarantee that Eastlake Steel Shingles will make a permanent, watertight and fireproof roof on your building.

Catalogue and Price List Sent on Request.

THE METALLIC ROOFING CO.
of Canada, Limited
Manufacturers
TORONTO, ONT. 669 WINNIPEG, MVN.

RU-BER-OID ROOFING

Trade Mark Reg.

GIVES LONGEST SERVICE PER DOLLAR OF COST



RU-BER-OID is the original ready roofing, and the first RU-BER-OID roofs, laid over 21 years ago, are still waterproof and apparently good for years to come. No other ready roofing can show such a record.

The first cost of RU-BER-OID is low. It can be laid by unskilled labor at small expense. Being light, it does not necessitate expensive roof framing. Thus it costs less per year of service than any other roofing.

Write for Booklets.

The Standard Paint Co. of Canada
LIMITED
286 St. James St., Montreal; Keewayden Block, Winnipeg
424 Sixth Ave. E., Calgary
Hamilton & Davie Sts., Vancouver

Are You Sure Your Electrical Wiring is Safe?

There is but one absolutely safe method of wiring. Instal a CONDUIT SYSTEM, it will eliminate all risk of Fire.

"Galvaduct" & "Loricated" —"Conduits"—

HAVE NO EQUALS

Conduits Company Limited

TORONTO *MONTREAL*

PRESTON METAL CEILINGS PROTECT Shops, Offices :: and :: Warehouses

NOT only do they help any building to resist fire, but they protect the contents of the room they cover from water-damage in the event of fire in the room above.

PRESTON

With them you can beautify unsightly parts of your plant, and thus promote neatness in your help.

PRESTON

Use these perfected ceilings and our other interior building specialties to make any part —or the whole—of your buildings absolutely immune to fire.

PRESTON

Not costly either.

PRESTON

Get our prices and see our designs.

Metal Shingle & Siding Co.
LIMITED
PRESTON, ONT., and MONTREAL, QUE.

We make every kind of SHEET METAL BUILDING MATERIALS AND DETAILS.

Northern Aluminum Co.
LIMITED
1503-4 Traders Bank Building :: Toronto, Ont.

ALUMINUM

Sheet, Ingot, Rod, Wire, Tubing, Rivets, Extruded Shapes, Bronze Powder and Fabricated articles.

We solicit your inquiries and will be glad to serve you. Our experience and knowledge of the metal will be of value to you.

Write Us

NORTHERN ALUMINUM CO., LIMITED

The Canadian Canners plan to erect a factory in Harrow, Ont.

Oscar C. Teal is erecting a planing mill in Bridgeburg, Ont.

The Canadian Northern Railway Co., will erect a hotel in Hamilton, Ont.

The Justice Grain Measure Co., are erecting a factory in Sutherland, Sask.

The Standard Bank of Canada will remodel their bank building in Blenheim, Ont.

Additions costing $10,000 are being made to the Chaplin Wheel Co., Chatham, Ont.

The Petrolea Motor Car Co., Petrolea, Ont., will make additions to their factory.

A $60,000 factory is being erected in Peterboro, Ont., by Henry Hope & Sons, Ltd.

A fertilizer plant will be erected by the Cross Fertilizer Co., Ltd., in Sydney, N.S.

A five-story store is being erected in Hamilton, Ont., for the Stanley Mills Company.

Extensions are being made to the factory of the Harriston Furniture Co., Harriston, Ont.

The British Canadian Canners, Ltd., plan to erect a $40,000 canning factory in Blenheim, Ont.

It is rumored that the Eversharp Pencil Co., St. Paul, Minn., will erect a factory in Hamilton, Ont.

A five-story warehouse will be erected in Saskatoon, Sask., for The Great Western Furniture Co.

A brick and clay products plant will shortly be erected in Taber, Alta., for the Canada West Mines.

The Cold Storage Co., Prince Rupert, B.C., will erect a fertilizing plant and possibly a fish canning factory.

A site has been purchased by Fletcher Bros., Victoria, B.C., for the erection of a five-storey store and office building.

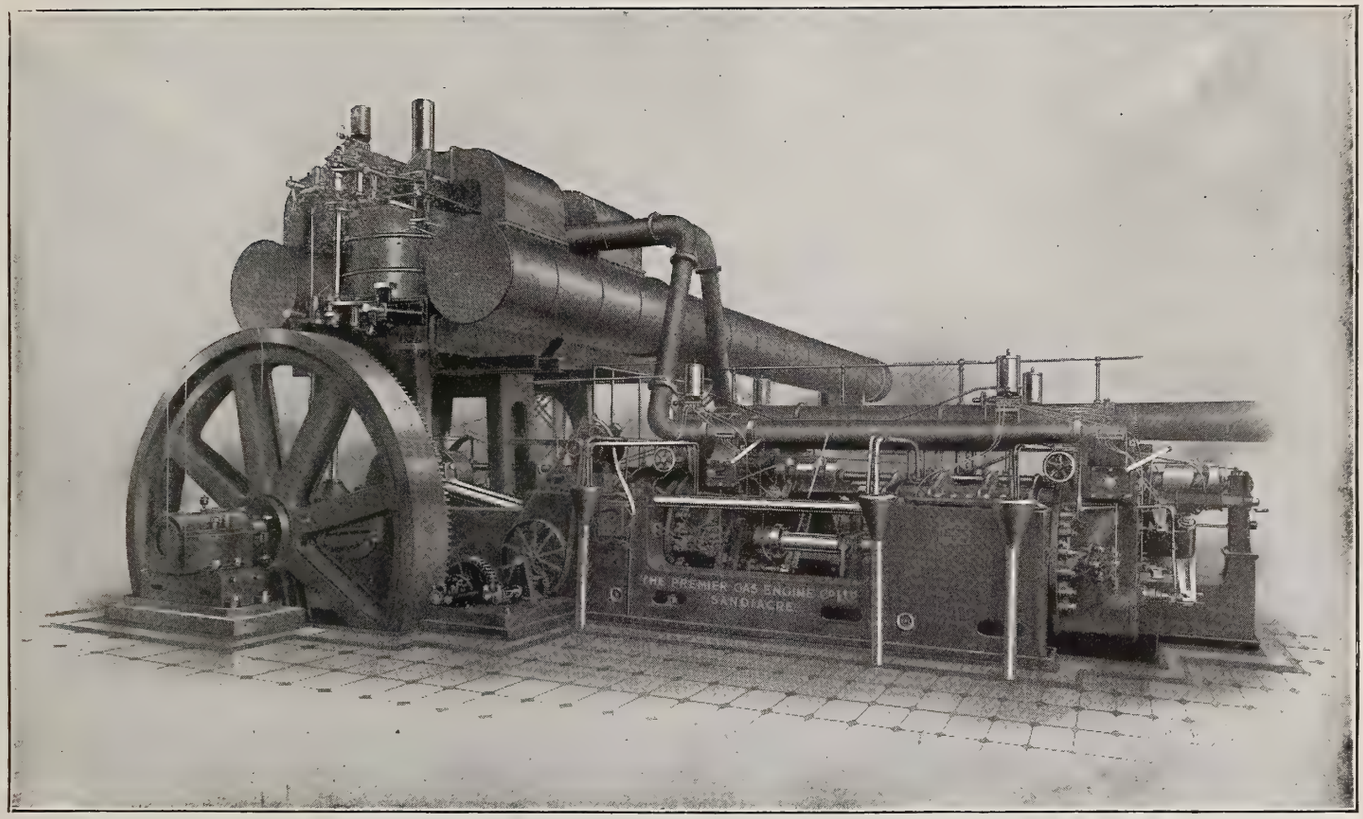
The Saskatchewan Trussed Wall and Building Co., capital $100,000, will erect a brick factory in Saskatoon, Sask.

The Atlantic Refineries, Ltd., will erect a nine-storey sugar refinery, costing nearly $5,000,000 in St. John, N.B. The refinery will employ 700 men.

The Canadian Porcelain Co., Ltd., has been incorporated with a capital stock of $300,000 to manufacture vitrified white porcelain for electrical and other purposes. They will erect a plant in Hamilton, Ont., where they have purchased a twenty acre site.

The power house and sluice gates of the Dryden Timber and Power Co., of Dryden, Ont., which is constructing a sulphate plant and a paper mill for producing building and heavy wrapping papers, were recently destroyed by fire. The loss is estimated at $100,000.

SIMPLICITY -- RELIABILITY -- ECONOMY



CANADA GAS PRODUCERS

AND PREMIER GAS ENGINES

FORM A MOST EFFICIENT AND
SATISFACTORY POWER PLANT

OUR new Canada Gas Producer is made to be used with such fuel as is easily obtainable in the Canadian Market, and combined with a Premier Gas Engine will develop power with the least care and expense.

CANADA FOUNDRY COMPANY, LIMITED

TORONTO, MONTREAL, HALIFAX, OTTAWA, COBALT, WINNIPEG
CALGARY, NELSON, VANCOUVER, PRINCE RUPERT.

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

WE SHALL BE PLEASED TO SEND YOU OUR SPECIFICATION BOOKLET

Manitoba Gypsum Co., Limited
WINNIPEG, MAN.

The NOKOROS PATENT UNION



The only union made absolutely Non-Corrosive,—Brass to iron in all contact points—ball joint—octagon ends,—any wrench can be used. Adapted for heavy service.

Every union air tested at the factory. Send for Circular "A" describing the above and other fittings made by

TESTED & GUARANTEED

OTTERVILLE MFG. CO., Limited
Otterville, Ontario

EXPORTERS OF
Reed Organs, Piano Stools,
Music Cabinets.
Catalogue B.

The Goderich Organ Co. Limited
GODERICH, CANADA

Closet Seats,
Flush Tanks,
Medicine Cabinets,
Everything for the Bath Room.
—Write for Catalogue C. and Price List.—

FACTORIES
INDUSTRIAL PLANTS
WAREHOUSE BUILDINGS

SPECIALISTS IN DESIGN AND CONSTRUCTION

WOOD AND SERVICE
79 ADELAIDE ST. EAST TORONTO

Additions are being made to Queen's Hotel, Winnipeg, Man.

H. A. Bowers, Vancouver, B.C., is erecting a two-storey garage.

The Winnipeg Steam Heating Co., intend to erect a plant in Winnipeg, Man.

J. W. Gibb, Vancouver, B.C., is erecting a five-storey warehouse, costing $75,000.

Sidney B. Cole, Saskatoon, Sask., is erecting a three-storey hotel, costing $225,000.

A. J. Manville, Prince Albert, Sask., will erect a business block, costing $75,000.

A $30,000 factory is being erected in Toronto, Ont., by the Crown Tailoring Co., Ltd.

A bottling plant will be erected in Montreal, Que., by The Farmers' Milk and Produce Co.

Messrs. Z. Fineberg & Sons, Montreal, Que., contemplate erecting a ten-storey warehouse.

Additions are being made to the pulp mill of James McLaren Co., Ltd., Buckingham, Que.

The Schlitz Brewing Co., Milwaukee, Wis., contemplate erecting a brewery in Hamilton, Ont.

The Marquis Hotel Co., are erecting a four-storey hotel, to cost $250,000, in Prince Albert, Sask.

The Stover Gas Machine Co., Winnipeg, Man., will erect a plant to manufacture soda and gasoline pressure tanks, etc.

A structural steel plant, costing $25,000 will be erected by the Dennis Wire and Iron Works Co., Ltd., London, Ont.

A two and a half storey brick factory, costing $160,000, is to be constructed in Toronto, Ont., by the Rolph Clark Co.

The Western Union Telegraph and Telephone Co., Ltd., are erecting a telegraph office, costing $25,000, in North Sydney, N.S.

The Canadian Fairbanks-Morse Co., are erecting a seven-storey mill construction warehouse building, costing about $150,000, in Vancouver, B.C.

The St. Maurice Lumber Co., Gaspe, Que., has purchased the Gaspe Lumber and Trading Co. A large sulphite mill will be constructed.

The Lethbridge Creamery Co., Ltd., has been incorporated at $25,000 with permission to increase stock to $100,000. They contemplate erecting a creamery and cold storage.

Large extensions, which will involve the expenditure of thousands of dollars and include the erection of houses for the company's employees, are to be made by the Grand Trunk Pacific to the company's shops at Rivers, Man.

CONTENTS

Editorials 1089

Executive Council Proceedings. By J. M. McIntosh 1094

Smoke Problems of the Manufacturer. By R. C. Benner, Ph.D. 1098

A Libel on Protection. By Wm. Dewart 1101

Explosion of a Sulphite Digester 1102

Principles of Scientific Management. By F. W. Taylor 1105

Census Reforms 1107

Transportation. By J. E. Walsh 1108

Insurance. By E. P. Heaton 1109

Customs. By J. R. K. Bristol 1110

Legal Notes. By G. F. C. Poussette 1111

Index to Display Advertisements on next page

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HAMILTON - CANADA

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES AND BUILDINGS

FOR FACTORIES, OFFICES, WAREHOUSES, POWER STATIONS, MILL BUILDINGS OR ANY OTHER PURPOSES
FOR STEAM RAILWAYS, ELECTRIC RAILWAYS, HIGHWAYS, Etc., Etc.



New Transportation Building, Canadian National Exhibition.

INDEX TO DISPLAY ADVERTISEMENTS

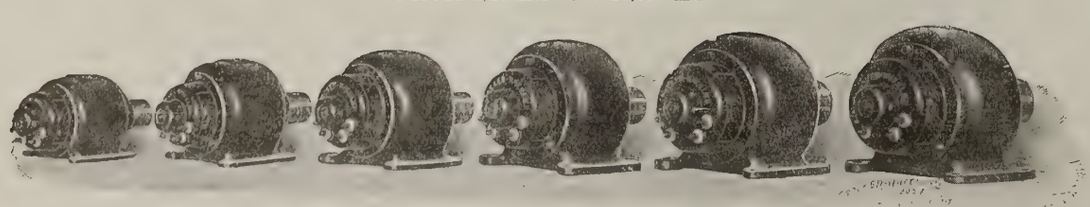
American Can Co. 1074
Asbestos Mfg. Co., Limited 1066
Atkins, E. C. Saw Co. 1072
Ault & Wiborg Co. of Canada, Limited 1062
Banfield, W. H. & Sons 1149
Barber & Ellis 1115
Beath, W. D. & Son, Limited. 1133
Beatty, M. & Sons, Limited 1062
Berlin Machine Works, Limited 1045
Berry Bros., ... 1075
Bertram, John & Sons Co., Limited 1037
Boeckh Bros. Co., Limited 1135
Boiler Inspection & Insurance Co. of Canada ..... 1042, 1043 and 1077
Booth-Coulter Copper & Brass Co , Limited ... 1081
Bradstreets 1149
Brandon 1040
British American Oil Co., Ltd. Inside Front Cover
B.C. Mills Timber & Trading Co. 1070
Calgary 1039
Canada Foundry Co., Limited 1125
Canada Iron Corporation, Limited 1076
Canada Machinery Corporation, Limited 1059
Canada Metal Co , Limited 1143
Canada Wire & Iron Goods Co. 1120
Canadian Appraisal Co., Limited 1064
Canadian Bank of Commerce 1148
Canadian Billings & Spencer, Limited 1149
Canadian Boomer & Boschert Press Co., Ltd. 1046
Canadian Bridge Co., Limited 1131
Canadian Car and Foundry Co., Limited 1063
Canadian Consolidated Rubber Co., Limited. Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 1034
Canadian Drawn Steel Co., Limited 1046
Canadian Fairbanks-Morse Co., Limited .. 1060, 1122
Canadian Hart Wheels, Limited 1065
Canadian H. W. Johns-Manville Co., Ltd. 1069
Canadian Malleable Iron Co , Limited 1131
Canadian Manufacturers Association ... 1085, 1086
Canadian National Exhibition 1133
Canadian Oil Companies, Ltd. Inside Front Cover
Canadian Pacific Railway 1141
Canadian Steel Foundries, Limited 1063
Canadian Street Car Advertising Co., Limited. 1035
Canadian Sunbeam Lamp Co., Limited 1078
Canadian Tube & Iron Co., Limited 1061
Canadian Westinghouse Co., Limited 1087
Chapman Double Ball Bearing Co. of Canada. Limited 1084
Conduits Co., Limited 1123
Consolidated Mining & Smelting Co. of Canada. Limited 1127
Dart Union Co., Limited 1057
Davidson, The Thos. Manufacturing Co., Ltd. 1147
Dennis Wire & Iron Works Co., Limited 1080
Dodge Mfg. Co., Limited 1048
Dominion Abrasive Wheel Co., Limited 1149
Dominion Creosoting Co., Limited 1135
Dominion Express Co. 1065
Dominion Paper Box Co., Limited 1072
Dominion Steel Castings Co., Limited 1131
Dominion Textile Co., Limited 1082
Dougall Varnish Co., Limited. Inside Back Cover
Eddy, E. B. Co., Limited 1129
Elder, Dempster & Co. 1139
Eureka Mineral Wool & Asbestos Co. 1056
Ford Motor Company of Canada, Limited 1053
Franco-Canadian Welding Co. 1127
Galt Malleable Iron Co., Limited 1145
General Fire Equipment Co., Limited 1143
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The ..... 1049 and 1050
Goderich Organ Co., Limited, The 1126
Goldie & McCulloch Co., Limited, The 1044
Goodyear Tire & Rubber Co. of Canada, Ltd. 1150
Gourlay, Winter & Leeming 1066
Gramm Motor Truck Co of Canada, Ltd., The 1052
Graselli Chemical Co., Limited 1040
Greening, The B. Wire Co., Limited 1083
Greey, Wm. & J. G. 1088
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover
Hamilton Bridge Works Co., Limited 1033
Hinde & Dauch Paper Co. 1071
Hough Lithographing Co., Limited 1061
Imperial Oil Co., Limited 1147
Imperial Wire and Cable Co., Limited 1040
Inglis, John Co., Limited. 1047
International Engineering Co. 1065
International Varnish Co., Limited. 1055
Jeffrey Manufacturing Co. 1077
Jenckes Machine Co., Limited. 1088
Jones, J. L. Engraving Co., Limited 1143
Jones & Moore Electric Co., Limited 1076
Jonquiere Pulp Co 1075
Kerr Engine Co., Limited, The 1062
L'Air Liquid Society 1123
Leonard, E., & Sons 1058
London & Lancashire Fire Insurance Co , Ltd. 1149
Lumen Bearing Co. 1076
Lysaght, John, Limited ..... Inside Back Cover
Manitoba Gypsum Co., Limited. 1126
Martin Corrugated Paper and Box Co., Ltd. ... 1072
Massey-Harris Co., Limited 1081
McLaren, D. K., Limited 1053
McLaren, J. C., Belting Co., Limited 1053
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 1036
Merchants Mutual Steamship Co. 1139
Metallic Roofing Co., Limited. 1123
Metal Shingle and Siding Co., Limited 1124
Mitchell, Robt. Co., Limited 1081
Montreal Lithographing Co., Limited 1123
Montreal Locomotive Works 1115
Morrow, John, Screw and Nut Co., Limited ... 1078
Morton, Phillips & Co. 1149
National Acme Manufacturing Co., The 1041
National Bridge 1148
National Machinery and Supply Co., Limited. 1080
New Brunswick Pulp and Paper Co., Limited. 1074
New Zealand Shipping Co., Limited 1120
Nichols Chemical Co., Limited, The 1147
Nicholson File Co. 1147
Northern Aluminum Co., Limited 1124
Northern Electric and Mfg. Co., Ltd. 1117 and 1118
Nova Scotia Steel and Coal Co., Limited 1079
Ontario Government Notices 1074
Ontario Wind Engine and Pump Co., Limited. 1148
Ormsby, A. B., Limited 1083
Otterville Mfg. Co., Limited 1126
Page-Hersey Iron, Tube and Lead Co., Ltd. 1079
Packard Electric Co., Limited 1080
Pedlar People 1048
Peerless Carbon and Ribbon Manufacturing Co., Limited 1057
Penman's Limited 1077
Phillips, Eugene F., Electrical Works, Limited. 1145
Pickford & Black Steamship Co., Limited 1139
Pinchin, Johnson & Co. (Canada) Limited. 1056
Polson Iron Works, Limited 1145
Pratt & Letchworth Co., Ltd. ..... Inside Front Cover
Purdy, Mansell Limited 1055
Regina 1038
Regina Storage and Forwarding Co., Limited. 1057
Rhodes, Curry Company, Limited 1063
Riordan Paper Co., Limited 1073
Ritchie & Ramsay, Limited 1073
Rockwood Sprinkler Co. of Canada, Ltd. 1054
Rolland Paper Co., Limited, The 1073
Royal Bank of Canada 1148
Russell Motor Car Co., Limited 1051
Scarfe & Co. 1056
Sheldons, Limited, ... 1084
Smart-Woods Limited 1119
Smith, Howard Paper Mills, Limited 1069
Standard Paint 1121
Steel Trough & Machine Co. 1126
Structural Steel Company, Limited 1131
Tallman Brass and Metal Co. 1064
Thomson, Tilley & Johnston. 1145
Thompson & Norris Co. of Canada, Limited. Outside Back Cover
Toronto Hydro-Electric System 1113
Trussed Concrete Steel Co. of Canada, Limited. 1122
Union Drawn Steel Co. Limited 1046
United Typewriter Co., Limited 1122
Vogel Co. of Canada, Limited. 1055
Walker, Hiram & Sons. 1137
Waterous Engine Works Co., Limited 1058
Winnipeg 1038

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INDUSTRIAL CANADA

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United States Manufacturers in Western Canada.

ARE the manufacturers of the United States capturing that section of the Canadian home market west of the Great Lakes?

This is a serious question for Canadian manufacturers who, during the last few years, have withdrawn their attention to some extent from foreign markets in order to concentrate it upon their home market.

An article appeared in the Toronto *Globe*, on February 22nd, written by Mr. Norman Lambert, the western representative of that newspaper. Mr. Lambert has travelled extensively throughout the four western provinces, and his statements, whether they meet with the approval of eastern manufacturers or not, are well worth consideration.

"The fact that American capital is most assuredly taking advantage of the industrial opportunities in Western Canada is borne upon one's mind very forcibly after looking about the city of Medicine Hat and the little town of Redcliffe, which is situated only six miles west of it," says Mr. Lambert. "During the past year nine separate industries entered Redcliffe, representing an invested capital of $1,750,000, and of that amount only $600,000 is Canadian money; the bulk of it came from the United States. In fact, the man who induced industries to go to Redcliffe is an American. He founded the place three years ago, because natural gas was found there, and he knew that it would not be difficult to establish an industrial community at Redcliffe. Medicine Hat also during the past year has seen eighteen new industries located within its boundaries, representing investments from $4,000 to $1,000,000 each, the total amount of invested capital being $4,800,000. A very large proportion of Medicine Hat's new capital is also of American origin. At Calgary, too, one finds a company from Minnesota investing two million dollars for the purpose of manufacturing traction engines, and another concern from across the border spending a hundred thousand dollars in a brick and clay products plant."

In dealing with Manitoba the writer continues: "This is the situation in only a comparatively small district of the far West. Go to Winnipeg and it will be found that branch factories and plants from the United States represent a large portion of the capital invested in that city also. And what is more, a very large share of the western market of Canada is being captured by the salesmen of those firms from the United States. Even to the casual observer travelling through this western country it would not be difficult to see what agencies were supplying the immense demand for farm implements. Tractor engines are almost wholly supplied from the United States, and the majority of plows and binders also come from the same country.

Building materials, rope, twine, leather goods and iron and steel products are finding a place in Western Canada from the United States in larger quantities every year. At the end of the last fiscal year upwards of a hundred million dollars' worth of the manufactured articles just named found a market in these western provinces, and the amount will be greater this year."

The energy and enterprise of United States manufacturing concerns in establishing branches in the prairie provinces is next described:

"When the manufacturer of the United States sees that he can get such a large proportion of the rapidly increasing trade of Western Canada, obstructed as he is by tariff restrictions, it is an easy guess that he will come over here and compete harder than ever for business by actually manufacturing his products on this side of the line wherever it is possible to do so. Western Canada is rapidly finding itself. The parts that are suitable for industrial development are marked; the parts that are suitable for ranching and mixed farming are being permanently identified as such, and the same is true of the natural grain-growing areas. The people who are noticing this classification of territory most quickly and who, in fact, are helping to make the classification, are the business men of the United States, and the farmers of that country, who may also be classed as business men."

Then follows a description of how the United States manufacturer keeps in touch with the United States farmer who has crossed the boundary: "The interest which is being shown by the manufacturer of the United States in Western Canada is distinctly related to the interest which has been shown by his farmer brother. The manufacturer knows that there is a good business for him in the western provinces of Canada, because he knows and appreciates just how much money is represented amongst the thousands of American farmers who are coming to our prairies every year to buy land and settle down as citizens of this country. And this is what the emigration of American farmers to the Canadian West means in dollars and cents: Since the year 1905-6, when the provinces of the west were formed, 674,305 immigrants from the United States have settled in Manitoba, Saskatchewan and Alberta, largely in the two last-named provinces, bringing with them a total capital amounting to $775,359,405. And what will seem strange to some people is that Canada, west of Winnipeg, is today more strongly Canadian than ever before in her history. Last year alone 150,000 Americans came to settle in Canada, mostly as farmers, and brought with them capital amounting, on the average, to $1,300 per person, or two hundred million dollars in twelve months. Is it any wonder that the manufacturer of the United States is coming to operate in Western Canada, and that the Congress at Washington has remarked upon the efflux of people and money to this side of the line?"

The article contains the following frank advice to eastern manufacturers:

"Judging from all tangible evidences of interest, commercial and otherwise, in the Canadian West, they have a more appreciative knowledge of conditions in this part of the Dominion at Washington and other centres in the Republic south of us than have our own established 'big interests' in the older provinces of Canada. It is time for the Canadian manufacturer to do more than simply preach the doctrine of home markets and the buying of Made-in-Canada goods. That policy may do to create a certain amount of sentiment favoring the maintenance of a protective tariff, but as an aggressive scheme for the capturing of business the figures of the West show that it doesn't reach very much farther than Winnipeg. 'Sell Made-in-Canada goods' is the slogan that should be adopted as an exhortation by the manufacturers of the East amongst themselves; let the consumers of Canada then use their own discretion as to whether or not they should accept the advice contained in the old cry, 'Buy Made-in-Canada goods.'"

As regards the home market of this country, the ideal position would be to see Canadian manufacturers supplying Canadians with manufactured goods equal in quality to the best British or foreign goods, at prices which would compare reasonably with the prices existing in Britain and foreign countries. Eastern Canada manufacturers should strive to meet the needs of the Western Canada market.

Free Ports for Canada.

THE harbors of Canada should be free. In other words, the Government should see that any steamer, complying with the regulations of a harbor, can dock for the purpose of discharging or loading cargo.

Before the Merchant Marine Committee at Washington last month it was stated that the railroads controlled the waterfronts of practically all the big lake ports of the United States, and that, by allowing only their own boats to dock, they kept up rates and neglected the service.

At present in Canada, water transportation is a controlling factor in rate adjustment east of Port Arthur. But there are indications that the railways in this country are beginning to do what the railways in the United States have done.

It would be a melancholy sight to see the millions of dollars now being spent in Canada for harbor improvement diverted from their original purpose to assist in the creation of a monopoly for the railways.

Cheap Homes for Employees.

MANUFACTURERS who are interested in seeing that their employees secure cheap, sanitary and comfortable houses should be encouraged in their endeavors by the statements made in February to the Empire Club, Toronto, by the Hon. E. R. L. Gould, President of the City and Suburban Homes Company, New York.

He declared that such homes can be provided on a commercial basis without any appeals to philanthropy. This was proved by the records of his company, which had grown from nothing to a capitalization of $7,000,000 and had paid dividends since its first year.

It seems reasonable to suppose that, if real estate men can subdivide farms at enormous gains to themselves, a housing company could do the same work and reduce the cost of homes by the amount which real estate men's profit exceeded a reasonable return on the money invested.

Manufacturers are vitally concerned in the housing problem. If the real estate men squeeze employees, the employees will, in self-defence, squeeze employers for higher wages; and if these employees are crowded into insanitary houses, they will not only receive higher wages but they will be partially robbed of the efficiency for which the wages are paid.

Buy "Made-in-Canada" Goods.

THE *Daily Gleaner,* Fredericton, N.B., advising its readers to "buy Canadian-made goods," gives the following concise and convincing reasons for patronizing home industries:

"It will mean the employment of many additional thousands of men and women in the factories of Canada.

"It will mean greater activity and more independence in the industrial life of the country.

"It will mean new factories for the cities and towns of Canada.

"It will mean a more profitable home market than the present one for the farmers of Canada.

"It will result in further inspiring the confidence of British investors in the stability of the business of Canada."

Need anything be added?

Regina's Heavy Fire Loss.

ACCORDING to the report of Fire Chief White, of Regina, the total loss from fire in that city during 1912 amounted to $139,121.41, an increase of $33,086.22 over the loss of 1911. The total fire loss of Toronto for 1912 was $1,103,684, and that of Montreal $1,000,000. On the basis of the last census, Regina's fire loss per capita was $4.60; that of Toronto was $2.93; and that of Montreal was $2.12. Regina's heavy loss is partly explained by last summer's cyclone, which not only levelled buildings, but started fires in the ruins. A personal tax of $4.60 for every inhabitant of Regina is a bitter tribute to the evil spirit of fire. Public opinion has been stirred, and the authorities will endeavor to decrease the fire loss of the city during 1913.

Keeping Up Standards.

"Things are seldom what they seem,
Skim milk masquerades as cream."

IN the light of the above, may we inquire what masquerades occasionally as "maple" syrup and "maple" sugar? The deputation of manufacturers of maple products from the Eastern Provinces, who recently waited upon Hon. Martin Burrell and Hon. W. B. Nantel, are convinced that many strange compounds are disguised under the fascinating and honorable name "maple." These manufacturers asked that their industry be protected against unscrupulous persons who put the label "maple" on syrup and sugar which would recoil with a start of surprise and terror at the accusing vision of a maple leaf.

Canadian manufactures have earned the esteem of home and foreign purchasers by their qualities of excellence and purity. The recent statement of Mr. R. S. Gourlay, President of the Association, that shoddy goods were not yet made in Canada, was only one expression of the determination of the manufacturers of this country to keep up their standards. The manufacturer who sells adulterated goods is not only guilty of a dishonest act, but also of an offence against the Association. The policy of Protection was created to enable Canadian manufacturers to establish industrial enterprises and not to enable them to sell inferior or adulterated goods to Canadian consumers. Every sale of adulterated goods by a Canadian manufacturer is a blow at the high standards which are the ideal of the great majority of our manufacturers, and helps to bring the policy of Protection into disrepute.

Parcel Post Difficulties.

DURING January, the first month of its operation, the new parcel post system of the United States carried 40,000,000 packages, or two packages for every five people in the country. Assuming that the need of the system is as great in Canada, there are 3,200,000 packages waiting in this country for the first month of operation.

Wonderful as the system is we must not expect too much of it. Although in one State it is claimed a baby was safely sent by mail, the system has its limits, as one of its most devoted admirers in an Arkansas village recently discovered. During one of the busiest hours at the post office, a long, lanky, keen-headed negro appeared before the delivery window with an anxious expression mantling his face.

"Boss" he queried, "ah sent 29 dollahs foh ah hawse. He s'pose to come by passel pos' sah. Has you got him?"

"No, I haven't seen your horse," said the postmaster, "but if one of the boys should happen to shake him out of a mail bag, I'll tie him up and let you know."

And the negro went away shaking his head doubtfully, his confidence in the parcel post sadly shaken.

"Leadership and Responsibility."

EVERY farmer in Western Canada should read the following editorial from *Canadian Collier's,* a journal which is surely free from the suspicion of being influenced by "corporations":

"The Grain Growers' Association of Manitoba and Saskatchewan grows like a snowball and represents an ever-increasing political power. So long as that association expresses the best thought of the farmers of those two Provinces, so long will the association continue to increase in usefulness. But there is danger that the association may be misled, may become the victim of bad leadership, just as has happened in the case of labor unions. The gravest responsibility lies upon those who write for the grain growers to see that they do not abuse the power given them. The men whom the association honors with positions of authority over its affairs should pause before they make speeches that may lead the organization astray. The *Grain Growers' Guide* has thus far contented itself with being radical and denying any right motives or sincere patriotism to the manufacturers of this country. This in itself may do no harm, but signifies a narrowness of outlook and bitterness of spirit which is not worthy of the farmers. The grain growers can do big things for Canada. Their leaders must consider their leadership a trust."

Farmers, grain growers and manufacturers are all Canadian citizens. The prosperity of each class in a nation is shared by all other classes. If the farmers are prosperous, manufacturers will be prosperous and *vice versa.* Let us avoid class strife and combine all classes in the interests of our country.

Reducing Winter Car Shortage.

IN discussing methods of reducing winter car shortage, Mr. John M. Daly, General Superintendent of the Illinois Central, during an address before the Traffic Club of Chicago, made three suggestions: that consignees employ men and teams at night to unload cars; that consignees provide increased storage facilities for raw material and store it in the summer months to lessen the volume of delivery during winter months; and that the railways might save money in operation and improve their services by pooling box cars.

In spite of the popular tendency to regard with suspicion any suggestions of railway men, those made by Mr. Daly are worth consideration. Unloading cars at night as well as in the day time would put them back into commission more quickly than day unloading only, and the carriage of raw material during lulls in transportation would ease the strain of the busy seasons. In the pooling of box cars, Mr. Daly suggests that the roads in a zone each contribute a given number. For the sake of illustration, suppose that the C. P. R. and G. T. R. were operating under a pool. If the C. P. R. had ten empty cars in Montreal which they needed in Toronto, and if the G. T. R. had ten empty cars in Toronto which they needed in Montreal, the two companies would merely exchange, saving the time and cost of hauling empties.

Transportation is probably the greatest problem at present before the people of this country. Canada is still sparsely settled, and many of the hauls are unprofitable on account of their length. The loss falls ultimately on the shipper. Would the pool system decrease the hauling of empty cars?

Central Canada's Good Year.

A NET surplus of $8,034 was declared at the sixth annual meeting of the Central Canada Manufacturers Mutual Fire Insurance Company, held in the head office of the Association on February 20th. Last year the net surplus was $2,174. Taking into account the fact that, during the past year, the general fire loss in Canada was unusually great, the company's statement is very gratifying.

Since the company was organized and is maintained to protect manufacturers against the excessive rates of other insurance companies, it should be patronized by members of the Association. Gross premiums for this year amounted to $91,856.67, as against $90,427.93 for last year. Next year the increase should be much greater. Manufacturers should not forget that the competition of their company saves them many dollars annually.

The Ontario Fire Prevention Association.

AS a small candle throws its beams far into the darkness of the night, the launching of a bright idea helps to dispel the gloom of ignorance and indifference. The particular bright idea to which reference is made is the recent formation of the Ontario Fire Prevention Association in Toronto. This organization will try to reduce the Province's appalling fire loss, to which its inhabitants are criminally indifferent. During January the fire loss in Canada amounts to $3,600,000, or about fifty cents per capita. The monthly fire loss per capita of Europe is about three cents. There should be a fire prevention association formed in every province of Canada, which would be ultimately affiliated to a national association.

Art and Insurance.

INSURANCE men state that emissaries of the "arson trust," which has become notorious in the United States, are pursuing their infamous occupation in the western provinces of Canada. The achievements of "Izzy, the Painter," whose talents were devoted to painting realistic

conflagrations on the background of the sky over New York, are being imitated by imported artists in this country. Their methods are simple. A dishonest man insures his building above its value. He interviews a "painter." Art applies itself; the building is brushed out; smoke and flame are sketched in rapidly; and, finally, a ruin, more or less picturesque, remains in the foreground, with a picture of a disconsolate insurance agent striding out of the background bearing the amount of the policy. But the interview between the owner of the building and the "painter" never appears in the picture, nor any semblance of the artist's recompense.

Fire marshals and the more rigid enforcement of the law dealing with arson would do much to discourage this undesirable form of applied art.

The Unions Are Losing Popular Support.

TRADE Unions scarcely realize how strongly the public is beginning to condemn strikes. A few years ago, under the influence of hysterically democratic newspapers, the average citizen sympathized with strikers, on the theory that a strike was a necessary social process for taking money from the rich and giving it to the poor. But the average citizen has made the disquieting discovery that a strike is a process by which money is taken out of his own pocket. He hears of a strike in the woollen industry and says: "I'll have to pay more for my clothes." The news of a strike of shoe makers only produces the bitter soliloquy: "I'll have to pay more for my shoes."

The average citizen applauded sympathetically when the strikers extracted money from the employer, but his sympathy evaporated when he saw his own money taking wings. The hard fact that every raise in wages and every reduction of working hours means an increase in the cost of living has sunk home.

Building Roads by Convict Labor.

THE State of Colorado has built 1,000 miles of roads by convict labor during the last three years.

This is interesting to Canadians, who are now turning their attention to the problem of establishing national highways. The belief that convicts, who have been imprisoned for minor offences against the law, should be employed in outdoor work is gaining adherents steadily, especially in Ontario, where the Government has experimented successfully with prison farms. We are beginning to admit that the majority of prisoners are not bad men from deliberate choice, but because certain mental, moral or physical weaknesses force them to succumb to sudden and overpowering temptations. Hard work in the open air, good food, medical supervision and the observance of regular habits would probably reclaim many of them to society; while part of the money they actually earned could be sent to their families. If the plan worked, four things would be accomplished: the roads would be built; the prisoners would be benefited; the cost of jail maintenance would be reduced; and the dependents of convicts would not be wards of charitable or state institutions.

Edmonton and Home Industry.

THE patriotism and enterprise of the business men of Edmonton, who are planning to hold a "Made-in-Edmonton" exhibition in the near future, deserve the highest praise and strongest support. They have factories, and the factories are turning out goods. They believe that their city's manufactured products will stand comparison with the best produced in Canada. With western energy they intend to prove their convictions in a practical manner. It is to be hoped that other western cities will follow the example of Edmonton. When exhibitions of home-made goods become common, and when the farmers see the value of the factory town market, the siren voices of Free Trade and Reciprocity will be heard no more on the prairies.

Invading the Heavens.

IN the United States, where there are millions of acres of unoccupied land, people are climbing skyward by piling additional stories upon modern Towers of Babel. In Europe and Asia, where the congested millions almost obscure the face of the earth, people are content to live in low buildings and to leave the air free for birds.

Following these strange examples of human obstinacy, it would not be surprising if Canadians, who have more land per capita than the inhabitants of any other civilized country, persist in building upward till they can hook the roofs of their domiciles to the clouds of heaven.

Toronto now boasts of possessing the highest building in the British Empire, and it only remains for some other Canadian city to establish a similar unenviable record for the world.

What good purpose does the high building serve? It is usually ugly. Its various cells can only be reached by long and dangerous journeys in a crowded elevator. It is hard to heat and harder to ventilate. It casts its baleful shadows over the surrounding buildings and changes their occupants into dungeon dwellers. High pressure systems are required to guard the city from its possible conflagration, a dreadful prospect for its numerous occupants.

There are many plausible and popular reasons given, but are there real reasons to justify our invading the heavens instead of occupying a few acres of the millions of vacant acres in Canada?

EXECUTIVE COUNCIL PROCEEDINGS

By J. M. McINTOSH, Acting Secretary, C.M.A.

Membership Committee are Doing Splendid Work—Minimum Car Load Weights — Car Service Tolls — Delays to Freight — Revision of Ontario Factory Act — Report of the Tariff Committee on Customs Decisions

THE attendance at the February Council meeting was quite up to the average, Montreal members being particularly well represented. The reports of the various committees proved to be very interesting, and gave evidence of the fact that the views of members of the Council were well anticipated, as very little discussion was provoked.

Communications.

Letters from a number of members residing at a distance from Toronto, regretting their inability to be present, were read. These all tended to show, however, how widespread is the interest taken in the work of the Association.

A communication was read from the Montreal Secretary drawing the attention of the Council to a proposed Biographical Directory of Canadian Manufacturers, which is being promoted in Eastern Canada. It appears that solicitors on behalf of this publication have been representing that the work was being compiled with the authorization of the Association. The attention of the person in charge of the work was immediately drawn to this misrepresentation of the facts, and he in turn has issued instructions to the solicitors that such misrepresentations must be discontinued immediately. Members of the Canadian Manufacturers' Association are therefore warned that the publication referred to in this communication is not being produced with the authorization of the Association, and it should not be confused with the Canadian Trade Index which has been issued from time to time from the Head Office. Material for the 1913 edition of the Canadian Trade Index is now being compiled by the Association.

Treasurer's Report.

The Treasurer gave an exhaustive report of the condition of the finances of the Association, showing the position of affairs after the lapse of six months of the current year. The increase in fees had supplemented the revenue by a substantial amount, but the increased expenditure necessitated by the important work the Association had undertaken had fully absorbed the revenue. A careful estimate for the balance of the year indicated that the Association was committed to expenditures that would require all the expected revenue.

Finance Committee.

The report of the Treasurer was fully borne out by the report of the Finance Committee, which warned the members that no surplus could be expected at the end of the current year. Increases in salary were recommended for two of the officers of the Association, whose efficient and painstaking service was highly appreciated by the members, and the Finance Committee also approved of the recommendation from the INDUSTRIAL CANADA Committee relative to commissions for securing advertising in the Trade Index.

Advisory Committee.

The Advisory Committee reported that a proposal had been received from a committee acting on behalf of the printers of Canada, suggesting the formation of a Section of the Canadian Manufacturers' Association for the purpose of carrying on an educational campaign for the general welfare and improvement of the printing trade. The proposal was of a different character to anything heretofore undertaken within the activities of the Canadian Manufacturers' Association, and the Advisory Committee were therefore not prepared to concur in the proposal at the present juncture, more particularly in view of the fact that this committee were under instructions to take into consideration the question of some amendments to the by-laws for the government of the Association.

The report extended to the printers an invitation to form a section as provided for in the by-laws, and indicated that the Association's officers would always be ready to assist them in any way possible. This section might ultimately develop into such an organization as the printers hoped to bring into being.

Reception and Membership.

On behalf of the Reception and Membership Committee the following applications, totalling 57 in number, were recommended for acceptance, subject to the usual formalities required by the by-laws:—

Bathurst, N.B.
- The Gloucester Lumber and Trading Co.

Berlin, Ont.
- The G. V. Oberholtzer Co., Ltd.

Campbellton, N.B.
- McLennan Foundry & Machine Works, Ltd.

Chatham, N.B.
- Maritime Foundry & Machine Works, Ltd.

Edmonton, Alta.
- D. G. Latta, Limited.

Grandmere, Que.
- The Beaver Stove & Machinery Co., Ltd.

Kenmore, Ont.
- D. Carkner & Company.

Lyster, Que.
- Lyster Wood Box Turning & Enamelling Co., Ltd.

Moncton, N.B.
- John Abram's Sons, Limited.
- Record Foundry & Machine Co.

Montreal, Que.
- Dominion Nut & Bolt Fastener Co., Ltd.
- Herron, Leblanc, Limited.
- J. H. Hutchison.
- The Samit Rubber Company.
- Howard Smith Paper Mills, Ltd. (2nd member).

Nashwaaksis, N.B.
- McFarlane's Wagon Works.

North Battleford, Sask.
- International Harvester Co. of America (12th member).

Orillia, Ont.
- The Orillia Furniture Co., Ltd.

Ottawa, Ont.
Eugene Munsell & Company.
Ottawa Dairy, Limited.
Reliance Engineering Mfg. Co.
Picton, Ont.
H. W. Bedell.
Quinte Mfg. Co., Limited.
Renfrew, Ont.
Renfrew Machinery Co., Ltd.
Restigouche, Que.
Cheleurs Bay Mills.
Rock Island, Que.
The Globe Suspender Co.
Sandwich, Ont.
The J. H. Bishop Company.
Sussex, N.B.
The Sussex Mfg. Co., Limited.
St. Catharines, Ont.
Henry Wise.
St. George, N.B.
J. Sutton Clark, Ltd.
H. McGratton & Sons
St. John, N.B.
The Brayley Drug Co., Limited.
Maritime Cornmeal Mills.
Puddington-Wetmore-Morrison, Ltd.
Scovil Bros., Ltd.
St. Stephen, N.B.
Dominion Fertilizer Co., Ltd.
Mann Axe & Tool Co., Limited.
Toronto, Ont.
H. C. Boulter Company.
Canadian Flax Mills. Limited.
The Lautz Company.
John F. Ross.
Winnipeg, Man.
Canadian Oil Companies, Ltd. (3rd member).
Canadian Westinghouse Co., Ltd. (3rd member).
The Crown Shirt Co., Ltd.
The Wm. Davies Co., Limited (6th member).
Dingle & Stewart.
Economy Foundry Company.
Emerson-Brantingham Co.
The Leadlay Mfg. Co., Ltd.
The Monarch Overall Mfg. Co., Ltd.
The N. T. Rawleigh Medical Co.
Sunset Mfg. Co., Ltd.
The Western Car & Equipment Co., Ltd.
The Winnipeg Saddlery Co., Ltd.
Woodstock, Ont.
The Canadian Morehead Mfg. Co., Ltd.
Woodstock, N.B.
J. D. Dickenson & Sons, Ltd.
Imperial Packing Co., Limited.

This report indicates excellent progress in the Membership Campaign, and was received with applause.

Industrial Canada.

The report of the INDUSTRIAL CANADA Committee indicated that the gross receipts were continuing to grow, but that more of the earnings were being devoted to the general improvement of the magazine. The fact also that the INDUSTRIAL CANADA Committee are contributing 500 copies monthly to the campaign for membership should be taken into account. This additional issue was being distributed to non-members free of charge, and the committee must therefore be given considerable credit for the extension of the Association's membership.

Trade Index.

The compilation of material for the new Index is now well in hand, and one member of the staff is devoting his time to it. It is hoped that the members of the Association will give this publication their whole-hearted support. The report also mentioned the basis upon which commissions should be paid for advertising in the Trade Index, a recommendation covering which had been sent on to the Finance Committee.

Railway and Transportation.

The Railway and Transportation Committee submitted a lengthy report, and as the work of this Department is of very great interest to the members, the report is given herewith in full.

Proposed Revision Minimum Carload Weights of the Canadian Classification.

This matter came before your Committee early in 1910, and, after careful investigation, the railways were advised that the proposition meant an increase in freight charges and the placing of restrictions upon the free movement of traffic in carloads without any compensating advantages to the shipping public. Since then it has been up at different times, the railways finally sending it on to the Board of Railway Commissioners in March, 1912, where it now is.

Recently the railways suggested a further conference for the purpose of seeing if some agreement could be made, and the Manager of the Department, acting under instructions from your Committee, met their representatives in Ottawa a short time ago. No action was taken, however. It was felt that, so long as the matter was before the Board of Railway Commissioners, action along the lines suggested by the railways would prejudice the shippers' rights before the Board in the event of a later hearing.

The proposition in brief is as follows:—

To increase the present minimum of 20,000 lbs. to 24,000 lbs. per car.
To increase the present minimum of 24,000 lbs. to 30,000 lbs. per car.
To increase the present minimum of 30,000 lbs. to 36,000 lbs. per car.

The railways have submitted to the Railway Commission a number of exceptions to the rule. Your Committee has authorized the purchase of 2,600 copies of these exceptions to be distributed to members, asking for their views.

Allowances from Track Scale Weights.

As your Committee was unable to come to any agreement with the railways in this matter, they have, through the Canadian Freight Association, applied for a ruling of the Board as to the proper allowances to be made. This also covers the question of dunnage.

It will be remembered that the railways proposed to discontinue making any allowance for dunnage or variation in scales, effective May 1, 1911. On complaint, their tariffs were suspended and the Commission ruled it was proper that there should be some allowances for these purposes.

The hearing in this matter, which is to be held in Ottawa on March 18th, is for the purpose of determining what allowances are considered reasonable.

Car Service Tolls.

Your Committee has directed that a circular be issued at once to members calling attention to the fact that the order of the Board of Railway Commissioners permitting the railways to increase the car service or demurrage toll from $1.00 a day to $2.00 a day for the first 24 hours or any part thereof, and to $3.00 for each succeeding 24 hours or any part thereof, for delay beyond the free time allowed by the railways, will expire on March 31st.

Instructions were also given to issue a circular calling attention to the average demurrage plan in effect in the United States.

Members will be requested to reply to these circulars not later than March 15th, so that your Committee will be in a position to place the views of the Association on these questions before the Board of Railway Commissioners prior to March 31st.

Delays to Freight in Transit and in Terminals—Reciprocal Demurrage.

The following resolution which your Committee submitted to the December meeting of the Council has been favorably received by the members who have been heard from:—

"Resolved, That the Canadian Manufacturers' Association join in the application now before the Board of Railway Commissioners for a system of uniform penalties to be automatically applied against railways for their failure to receive, carry and deliver freight within a reasonable time as required under Section 284 of the Railway Act; such system to require the railways under penalty to place cars for loading within forty-eight hours after ordered; to lift cars within twenty-four hours after notification of loading, and to place cars for delivery at destination within forty-eight hours after arrival; the penalties to be automatically applied and to be similar to those which the railways are authorized to charge shippers and consignees for delay in loading and unloading cars."

Advice has been received that the Commission will take up this question at sittings in Ottawa on April 15th. As it is, therefore, of the utmost importance that your Committee should have the widest expression of opinion, instructions have been given that members be again circularized in the matter.

Rates on Lumber from the South.

The Interstate Commerce Commission held sittings in Cincinnati on January 24th and 25th, to hear the shippers' side of this case. The Association was represented by the Chairman of the Furniture Section and the Manager of the Department. Some other members had representatives present looking after their interests. As at the hearing in St. Louis on December 16th and 17th, the defence of the advanced rates was undertaken by the representatives of the Canadian railways. They attempted to explain that the increases were not premeditated, but rather the result of the re-alignment which they undertook in order to remove the discrimination which some members of this Association had complained of to our Board of Railway Commissioners. No apparent satisfactory explanation of the serious increases in through rates was offered by either the lines north or south of the Ohio River. A number of representatives of the producers of the South testified that an advance in rates would mean the loss of the Canadian market to them. Letters were submitted from the President of the Association and members in general protesting against the advances. At the conclusion of the hearing the examiner directed that the parties file their briefs as soon as possible so that the matter might be set down for final argument in Washington early in March.

Since the hearing, advice has been received that the proposed advances north of the Ohio River have been withdrawn, and that the lines south thereof will take similar action; also that there is a proposition on foot to arrange the divisions (which were apparently the real cause of the trouble) on a basis which will permit the roads interested to continue the present rates. This information is being confirmed.

While the advances north of the Ohio River are in some cases slight the advances in the through rates range from 1 to 7 cents per 100 lbs.

Settlement of Claims.

A circular recently sent out on this subject has brought forth a large number of replies. They indicate that freight claims receive in some instances reasonably prompt attention, while in others there are serious delays.

The railways will be communicated with on the subject, and if there is no improvement the Board of Railway Commissioners will be asked to deal with the matter.

General Interswitching Order No. 4988.

It was reported a short time ago that the railways had recently taken the position that this order did not cover traffic consigned for delivery on the team tracks of the switching roads; in other words, it was confined to traffic for delivery on private sidings only. The order does not distinguish between team track and private siding deliveries. At the same time, in view of the objections raised by the railways to the use of their team tracks, which tracks they say were put in for the use of their own customers at very heavy expense, the Board has suggested the consideration of the following amendment to the order increasing the minimum amount to be allowed the switching road on traffic for such deliveries:—

"Subject to the provisions of Clause No. 6 and other modifications of this order herein contained, cars shall be interswitched when so required or indicated for loading or unloading, and unless otherwise mutually agreed between the carriers, the toll of the short-haul carrier for the interswitching service within the interswitching zone shall not exceed the following, namely:—

"(*a*) When for loading or unloading on private sidings, one cent per 100 lbs.; minimum charge three dollars for each loaded car;

"(*b*) When for loading or unloading on public team tracks, one and one-half cents per 100 lbs.; minimum charge five dollars for each carload."

The increase in the allowance to the switching road is to be paid by the long haul carrier, except where it will not reduce its revenue below $8.00 per carload. In such cases the public will have to pay the increased toll.

The proposed amendment was considered at sittings of the Board in Ottawa on the 18th inst.

Tariff Committee.

The report of the Tariff Committee contained the following Customs decisions:—

Ivory soap manufactured by the Proctor & Gamble Co., Cincinnati, Item 228, 32½% ad val.

Nut gall extract for the manufacture of ink, Item 203, free.

Picker lags, used in covering picker cylinders in machines for preparing waste for carding, Item 468, 10%.

Bicycle saddles, as "saddlery," Item 612, 20% British preferential and 30% General Tariff.

Aluminum stamped to shape to be polished and smoothed after importation, for reflectors, Item 354, 25% General Tariff.

Panelboard cabinets, assembled and finished, Item 453, 27½% ad val.

Titanium ore, ground, Item 711, 17½% ad val.

Buckram, so-called, representing jute fabric cemented between two thicknesses of buckram, Item 562, 30%.

Paper cutting machines for use in paper making mills, Item 442, 10% General Tariff, 5% British Preferential.

Harness bits and metal spots, when only adapted for use on harness, as "saddlery," Item 612, 30% General Tariff.

Mineral water, known as Zero 40, when natural mineral water as taken from the well or spring and imported in bulk, Item 154, free.

Brass bars, including angles and channels, in lengths not less than six feet, and not further manufactured than drawn, Item 717, free.

Parliamentary Committee.

The Parliamentary Committee reported that they had given consideration to the provisions proposed in the revised Factory Inspection Act for the Province of Ontario. A considerable number of important changes were proposed, all of them by way of tightening up the regulations and making the inspection more strict. The provisions with regard to the employment of children were being made more rigorous, as were also the provisions respecting the condition of premises and sanitary appliances. The Committee suggested that any individual members who were interested in the operation of the Act should acquaint themselves with the nature of the proposed changes in order that they might be prepared to suggest any recommendations when the Act was brought down.

Bulk Sales Act.

The Committee reported that they had taken steps toward having a Bulk Sales Act introduced in the Legislature, and the members had been circularized suggesting that they co-operate in pressing it upon the members of the Legislature.

Assessment Committee.

The Special Committee on Assessment reviewed the work that had been done by the Committee.

The Special Committee on Assessment met on the 11th February to consider the advisability of taking further steps in pressing the Association's views as adopted by the Executive council and the Annual Meeting. It will be remembered that these views were presented to the Special Committee of the Legislature appointed to deal with the matter. This Committee has reported against any amendment, and although there has been considerable dissatisfaction with the attitude of the Government, your Committee has reason to believe that the Government is opposed to making any radical change in the present Act.

The Committee have felt that the representations of the Association did not receive from the Government the consideration which they merited, but in view of the well-expressed attitude of the Government that the matter would not be dealt with further this session, the Committee deemed that any immediate representations to the Government would be fruitless.

Workmen's Compensation.

Mr. P. W. Ellis, Chairman of the Special Committee on Workmen's Compensation, reported that this matter was assuming its final stages. The Commissioner, Sir William Meredith, who had been investigating the subject for the Ontario Government, had concluded the taking of evidence, and it only remained for him to submit his findings to the Ontario House. In the Speech from the Throne the Government had intimated that a Workmen's Compensation Act would be enacted this session. If this were done it would meet with the approval of the Committee, who were desirous of getting this vexed question disposed of. In conclusion Mr. Ellis stated that the Committee would continue to give the matter its earnest and careful attention. Mr. Ellis' report was greeted with considerable applause and the Committee was congratulated upon the success of its work thus far.

Toronto Branch Executive.

The Executive Committee of the Toronto Branch brought in a report which will prove of interest to the members generally. The report, as submitted, follows—

The University of Toronto Engineering Alumni Association, in an effort to gain greater recognition for the Faculty of Applied Science, has submitted a memorandum to the Toronto Branch Executive, setting forth in minute detail the relationship existing between the work of the Faculty and the development of industry,—

(*a*) Through the testing of materials of almost every description of raw and finished product for the purpose of determining their greatest degree of usefulness to the manufacturer.

(*b*) Scientific research work in connection with the development of Canada's natural resources.

(*c*) By contributing to industry the highest and most efficient type of skilled help obtainable.

The Executive Committee of Toronto Branch has carefully considered this memorandum, and while it does not presume to suggest that the Faculty of Applied Science should be given greater recognition to the disadvantage of any other Faculty of the University, it desires to place on record its very high appreciation of the work of the Faculty presided over by John Galbraith, M.A., LL.D., and presents the following resolution:—

"Be it therefore resolved: That in the opinion of the Executive Committee of Toronto Branch, and with the concurrence of this Council, any action the Board of Governors may take to further the interests of this Faculty will not only be highly appreciated by those engaged in manufacturing, but it will in turn, we believe, tend to facilitate and promote a greater measure of industrial activity in Canada."

THE MOTOR INDUSTRY IN ONTARIO.

The strides that Ontario has made in the automobile industry in the past eight years was shown at the Motor Show held on the Exhibition Grounds, Toronto, in February. When the first auto show was held in the St. Lawrence market eight years ago there was scarcely a town outside of Toronto that had an automobile industry of any sort, either for the manufacture of cars or accessories. Now there are large manufactories in Brantford, Orillia, Brockville, Oshawa, Windsor, St. Catharines, Berlin, Amherstburg, Petrolia, London, Ottawa, Bowmanville, Ingersoll, Guelph, Galt, Walkerville and Kingston

SMOKE PROBLEMS OF THE MANUFACTURER

By R. C. BENNER, Ph.D.,
Smoke Investigation Department, University of Pittsburg.

THE problem of smoke abatement is now engaging the attention of the public as never before. The general public is beginning to realize the fact that this unmitigated nuisance is not only a nuisance, but also means a loss to the consumer of the coal, and to every person forced to dwell in a city where soft coal is burned.



**Hand-fired Furnace Pipe Smoking
Stoker-fired Pipes Clean**

Too frequently the manufacturer does not concern himself particularly with menaces to health. He hasn't much time to devote to aesthetics. But when it becomes a monetary consideration—and facts are quoted showing his direct loss—he is open to persuasion.

The producer of smoke is the heaviest loser. He not only sustains the loss occasioned in the waste of fuel in its production, but, in addition, he must suffer from the evil effects of the smoke he allows to be belched forth into the surrounding atmosphere. The black soot does not in itself mean so great a loss, but it is indicative of a far greater—amounting in some cases to as high as 10 per cent., the result of the escape of incompletely burned gases, coal, etc.

In all sections of the country the opportunity for decreasing expense in furnace operation is enormous. This is especially true in those districts situated near the source of the coal supply where this article is comparatively low in cost. Pittsburg burns in the neighborhood of 15,000,000 tons of coal annually, the cost of which averages about $1.25 per ton. This means a fuel cost of $19,000,000. Our investigation has already demonstrated that the average practice in this district is far from efficient; in fact, the average inefficiency indicates a loss of 20 per cent., or taking the city as a whole, approximately $4,000,000.

Buildings are injured by the corrosive action of soot on the building materials; they, too, become so soiled by it that they must either be cleaned or redecorated at least twice as often in a smoky city as in a smoke-free city. In the case of one store in Pittsburg cleaning means an additional cost of about $700 per year.

Smoke cuts off as high as 40 per cent. of the sunlight and increases fogs. No one who has felt the depressing effect of gloom will deny that this means decreased working efficiency, and decrease in efficiency means that the capacity for production is diminished.

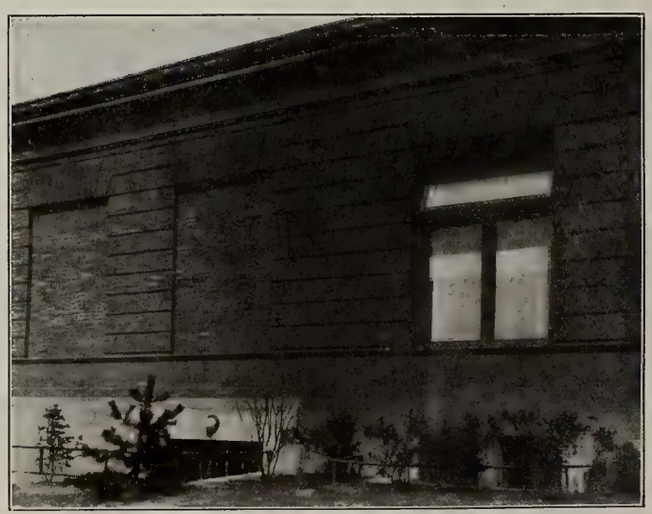
Health, the most prized of human possessions, is seriously affected by smoke. As much as 10 grams of soot, equivalent to about three-quarters of a pint, have been found in the lungs of a street peddler who had always lived in Pittsburg. This forcibly demonstrates the weakening influence that smoke must have on the performance of the normal function of the lungs. Furthermore, statistics show the death rate from some of the so-called bad air diseases is greater in a smoky city than in surrounding towns where smoke is not prevalent.

What are the Remedies?

How to do away with the nuisance is a question not difficult to answer, but unfortunately not easy to put into practice. Of prime importance is the creation of an intelligent public opinion compelling people to realize that good smoke-abating apparatus will mean a substantial return on the investment. Cheap apparatus, however, is worse than useless. We have found that certain kinds of apparatus make more smoke than the average hand-fired furnace; and, with their installation, furnace efficiency is not improved to any extent. Smoke certainly does not mean prosperity, though we inadvertently picture the factory of a successful manufacturing concern belching forth great clouds of the blackest kind.

It is high time that this idea be eradicated, and that we understand the cost of smoke in all of its different phases.

An educational campaign should be carried on by means of the public press, through speeches, and more successfully still, by means of trained smoke inspectors. These smoke inspectors should be able to give undivided attention to their work, and should periodically visit the furnace rooms of all boiler plants in their district, teaching the fireman the best methods of firing and operating the particular stoker in use. Smoke inspection departments should be organized with



How Smoke Disfigures a Building

first-class mechanical engineers at their heads, who have had thorough technical training as well as practical experience, and who have proven their ability to deal with the problem in all of its phases. Above all, they must be men of sound judgment.

The law, too, is a most important factor. It must neither be too stringent nor too lenient, but well within the limits of mechanical possibility. Measuring the density of smoke by the familiar Ringelmann's chart, No. 3 smoke for a maximum of six minutes per hour, with some provision preventing the unstinted emission of No. 2 smoke, are reasonable regulations which can be enforced without undue hardship to the operator and would greatly improve the conditions existing in many of our smoky towns.

Smokeless combustion is neither impossible nor difficult, provided the underlying principles be heeded in the construction and operation of the furnace in which the soft coal is to be burned.

What Causes Smoke?

In order that one may fully comprehend what causes smoke, it is necessary to understand to some extent the composition of coal and the process of combustion.

Coal consists primarily of ash, coke, and a volatile portion made up of water and various compounds of carbon, hydrogen, etc. The volatile portion is first driven off when the coal is fired. The incomplete combustion of this portion of the coal gives rise to our black smoke, and is due to several causes.

1. Oxygen at certain temperatures seems to unite with hydrogen in preference to carbon; consequently when there is a scarcity of oxygen in the furnace, the hydrogen of the hydrogen carbon compounds unites with oxygen forming steam, leaving the carbon uncombined in the form of soot. (There is some expression of doubt concerning this statement).
2. Below a red heat, carbon will not unite with oxygen no matter how much of it is present. A temperature of 1300°F. is required for amorphous carbon. When tar is present in the soot it is possible to bring about ignition as low as 750°F.
3. At high temperatures, in the absence of oxygen, hydrocarbons are broken up into hydrogen and carbon.

The smokeless combustion of bituminous coal depends, then, upon the construction and operation of the furnace in such a manner that the carbon will unite completely with oxygen.

Briefly stated the principles involved are as follows:

1. Air in sufficient quantities for complete combustion must be admitted at the proper time.
2. The air must be thoroughly mixed with the gaseous constituents of the coal.
3. The temperature of the gases must be maintained above their ignition point until they are completely burned.

The different methods by which these principles have been put into practice vary considerably with the methods of stoking employed and nature of the fuel used.

Methods of Stoking.

The methods of stoking universally employed can be classed under two general divisions, namely: Hand-fired furnaces and mechanical or stoker-fired furnaces.

From the standpoint of smokeless combustion the first-named class constitutes a problem which as yet has not been satisfactorily solved for coals high in volatile matter. There have been many devices patented to be used in connection with hand-fired furnaces, for which great results have been anticipated as regards smokeless operation, but in the majority of cases these have been dismal failures, due to neglect of the elementary principles of combustion on the part of the inventor. No doubt the device in most general use, for preventing smoke with a hand-fired furnace, is the steam jet. They may be classified as follows:

1. Non-automatic.

   (*a*) Steam used as a means of aspirating air into the furnace.

   (*b*) Steam alone blown into the furnace.

2. Automatic.

   (*a*) Steam used as a means of aspirating air into the furnace.

   (*b*) Steam alone blown into the furnace.

There is no doubt of the fact that either of the above noted methods accomplishes the best results when used in connection with a furnace which has a refractory roof. The objections to the first general class is that the degree of efficiency with which they operate is dependent entirely upon the fireman. The main objection from this cause is the neglect on the part of the fireman to shut off the steam in the proper length of time, thus making this device a wasteful steam user, and if air is also aspirated into the furnace, lowering the furnace temperature and thereby decreasing the furnace efficiency. There is no doubt that the automatic steam jet is much to be preferred, and if used with a properly designed furnace, smoke can be almost entirely eliminated, when using one of the lower volatile coals and admitting air with the steam when firing.

Steam Does Not Increase Thermal Value.

The idea that the steam jet increases the thermal value of the fuel is erroneous, for not only does it require as much heat to dissociate steam into its elements, hydrogen and oxygen, as is given up when they recombine; but heat is carried away with the steam in the chimney gases in an amount dependent upon that which is required to heat the steam from a temperature corresponding to its pressure to the temperature of the flue gases, which, in a majority of cases, is found to be nearer 650° than 500°F. Moreover, the fact must not be overlooked that it is extremely difficult to burn hydrogen in an ordinary furnace, and the probabilities are that in most cases it escapes to the stack unburned.

Mixing the air and gases is of undoubted value. Many arrangements of fire brick arches, piers, etc., have been used for this purpose, and do away with the losses inherent in the steam jet. They are not, however, without their disadvantages. They reduce the draft, take up combustion space and are not usually long-lived, as refractory materials which will withstand the slagging action of the ash at this high temperature are not at present available at a moderate price on the market.

The amount of smoke produced in hand-firing can be appreciably reduced and the efficiency of the boiler greatly increased by increased care on the part of the fireman. The common tendency among firemen is to fire as infrequently as possible as much coal as possible at a time, and to use the slice bar and hook liberally and carelessly. Smokeless combustion and efficiency can never be obtained by these methods. Some of the cardinal rules for furnace design and firing methods for obtaining good efficiency and smokeless combustion with a hand-fired furnace may be stated as follows:

Rules for Firing.

1. Preferably give the furnace a refractory roof and an ample combustion chamber.

2. It is advisable to install some device for admitting air over the fire when firing and until the volatile products have been distilled from the fuel.

3. Firing:

Fire so as to spread the coal evenly and uniformly over the portion of the furnace fired.

Fire at regular intervals.

Fire moderate amounts of coal at a time; don't fire any more than is needed; place the coal where it is needed.

Keep the fire even, clean and bright all over; watch for holes in the back corners and along the side walls.

Don't fire any lumps larger than a man's fist.

Regulate the draft and air supply to suit the fire.

Keep the fire level and don't allow it to burn into holes.

Watch the condition of the fire and steam gauge together. Keep the steam pressure even.

Don't level or stir the fire unless absolutely necessary, and don't perform these duties carelessly.

Aim to keep the fire at the proper thickness, once this has been determined.

Don't allow ashes and clinkers to accumulate on the side and bridge walls, as this cuts down the effective grate area and also causes other troubles.

Don't allow too long intervals between firing.

A clean stack and high efficiency can be obtained by observance of the above noted rules when using a coal not too high in volatile matter.

Mechanical Stokers.

The best solution of the smoke abatement problem yet arrived at is, without doubt, a good mechanical stoker properly installed and operated.

Mechanical stokers may be classified as:

1. Overfeed:
   - (*a*) Chain grates.
   - (*b*) Front feed.
   - (*c*) Side feed.

2. Underfeed.

The type of stoker known as the chain grate was patented in England even as far back as 1841, and is particularly adapted to a free-burning coal high in volatile matter, and burns completely even the poorest grades of non-coking coal. Some general changes have been made in the design of this type of stoker in the past few years, so that it now lends itself to as successful operation with coking as with free-burning coals.

"With a uniform load and a proper setting there should never be any smoke with this equipment, but when a variable load is carried a faulty method of operation may cause the emission of dense smoke. In a chain-grate plant having a variable load, with the fire carried up to the water back, a sudden release of load will require a reduction of draft. Too often the damper is nearly closed, so that the coal on the grate and the fresh coal fed to hold the fire are burned with a limited air supply, causing the stack to smoke badly.

"Plants equipped with the chain-grate can be made to carry a very variable load with good results by changing the thickness of the fire, the speed of the grate, and the position of the damper to suit the load. The draft should not be reduced below a certain value, which can be determined for each plant by gradually closing the damper and watching the stack. In a plant where the maximum variations of load are nearly the same, it might be necessary to vary only the speed of the grate and the position of the damper. The damper regulator is often the cause of a smoky stack, because it is usually set to choke off the entire draft, a condition which is never necessary.

Speed and Slope.

"Both the speed of a chain-grate and the slope of the ignition arch are important. Too often the grate is run so fast that volatile matter is being driven from the coal as far back as the centre of the grate. In this case there is not only a loss from incomplete combustion of the gases, but also from unconsumed carbon in the ash and from injury to the grate. Live coals in the ash-pit not only warp a grate but gradually burn it up. The grate should not be run so fast that it will be hot when re-entering the furnace. In one plant where a high draft was carried a sloping arch was removed and an arch built parallel to the grate. With the sloping arch the stack smoked, but with the flat arch it was entirely clean.

"With chain-grate equipment a plant may run very inefficiently if the fire is carried only on the front half of the grate, as sometimes happens. When coal is burned in this way with a proper setting, it is because the fireman finds it the easiest way to carry a variable load and have a clean stack, demanding less of his attention in operation.

"At some plants the boiler is forced by firing considerable coal through the inspection door. Although the desired result is accomplished by this practice, the plant becomes the equivalent of a hand-fired plant, and the stack will invariably smoke badly."

The front feed type of inclined grate stoker is one by which the fire can be quickly forced, but requires more than ordinary care to keep it from smoking, and this it does not, as a usual thing, receive. Again, these stokers are not, as a rule, set so there is enough space for combustion to take place before the flame strikes the cold boiler surface. "With the front overfeed type of stoker there is necessary for its successful operation the continuous use of steam jets, a generous admission of air, and careful operation."

The first American patent on the side-feed type of the inclined grate stoker was taken out in 1878. There are a number of stokers of this kind on the market, differing chiefly in the manner of feeding the coal and getting rid of clinkers and ash. In general they have a large coking space per square foot of grate surface, and large combustion chambers. They have been found to be in operation under a greater variety of conditions than most other types of stokers. The principal defect is the device for getting rid of the ash, which, though automatic, frequently requires the aid of a fireman.

The following is a quotation illustrating the difficulties of stoking:

"The importance of installing the side-feed stoker with an arch over the entire grate cannot be too strongly urged. At nearly every plant observed, where this stoker had been installed with a short ignition arch only, trouble was experienced in keeping down smoke. Then, too, some of the stacks having this stoker under them smoked badly because the fireman took advantage of the opening into the furnace and fired a part of the coal by hand. There is also trouble in maintaining a uniform feed of coal in some plants. This seems to happen when very fine coal is supplied. With this stoker, as ordinarily set, a banked fire can be maintained and the boiler thrown into service with only a small amount of smoke. The stoker has the valuable feature of a large coking plate area."

Underfeed Stokers.

Underfeed stokers differ from either of the types above mentioned in that the coal is forced under the burning bed of fuel. The large clinker which is formed on the surface of the fire falls to one side, or is pushed toward the bottom of the fuel bed as the fire is fed, and is hooked out by hand when pushed to the side, or dumped out at the bottom by means provided. It is readily seen that stokers of this type require forced draft, and nowadays automatic control of fuel feed and draft control are used. The distilled gases and air passing through the incandescent coal are intensely heated, and being intimately mixed, burn with a short flame. However, ample combustion space should be provided.

This stoker is very compact and takes up but little space. It has the advantage of positive draft, and hence is not affected by the weather in this respect. It meets changes in load automatically and economically. "The underfeed stoker affords a means of increasing both the economy and capacity of plants, which by gradual growth have added so many boliers to a single stack that the draft capacity of the stack has been exceeded, and natural draft does not supply sufficient air to permit the required amount of coal to be burned with high efficiency. A very much smaller stack will suffice with the underfeed stoker than with some other devices, as it is only necessary to have enough stack draft to carry the gases of combustion through the boiler, all the air required to burn the coal being forced through the fire."

Cleaning Fires.

"This stoker is meeting with most success in districts where low-ash coal is used. The greatest difficulty seems to lie in keeping down smoke when cleaning fires, but in general at the plants visited there was little trouble on this account." In this stoker the ash accumulates at either side of the retort or at the bottom of the fuel bed. The furnace temperature is so high that most of the ash fuses, and is pulled out of or dumped from the furnace as clinker. Both for this reason and to permit complete combustion of the fuel it is advisable to have the space in which the clinkers accumulate of sufficient area to permit cleaning fires without breaking up the fuel bed.

In brief, then, it may be said that there are many devices on the market with which it is possible to obtain smokeless combustion economically. Smoke means a waste, which, if prevented, will result in a saving of money. There is, therefore, no excuse for having smoke.

A TRANSPARENT LIBEL ON PROTECTION

By WILLIAM DEWART

In Answer to the Following Definition, "Protection is the Folly of Asking a Man to Make All His Own Clothes."

(From the *Canadian Illustrated News*, Jan. 2, 1875.)

THE foregoing quotation is one of the many sophisms employed by Free Traders. It is the style of argument used by all that class, from Mr. Bright to his humblest followers. Professor Price, who is claimed as an advocate of Free Trade, is reported to have said in one of his lectures, "Protection is the folly of asking a man to make all his own clothes." This is a misrepresentation. Neither Horace Greeley, Morrill nor any living Protectionist writer ever asked a man, or even a nation, to do any such thing. Again, the professor says, "It is folly to foster 'home industry' by requiring the people of the country to produce everything they want." This statement is worse, if anything, than the other. It means that protectionists recommend producing their own silk, tea, sugar, spices and so forth in whatever climate they live. I would like to know where the professor met with men advocating these opinions. Further on he says, "Nations, like individuals, have special facilities, faculties and aptitudes with respect to production." This is what we perceive, and we ask nations to produce those things for which they have "special facilities and aptitudes," instead of importing them from other countries.

Again, "nobody ventures to maintain that the people of Maine should not trade freely with the people of Texas, the people of New York with the people of California." He gives this as his reason why there should be Free Trade between Canada and the States. The professor appears to forget one thing, and, forgetting this, he falls into a very grave error. The relations of Maine, California, Texas and New York to each other are different from the relations of Canada to any of them. Canada is under a different government, and has different interest, both commercially and politically. For Maine to be dependent on California, or California on Maine, does not affect the safety of either, for each is pledged to the defence of the other; but for Canada to be dependent on either is perilous, neither being pledged to her defence, but occupying the attitude of interested enemies. One quotation more from the professor: "The folly of compelling everybody to make all his own clothes will soon be relegated to the shades that envelop the old Navigation Act of Great Britain." There is more sound than sense in this quotation. The professor is a very ignorant man if he does not know that his recommendation has been adopted, by Protectionists as well as Free Traders, long before the repeal of the Navigation Act.

Nothing leads to more frequent errors in reasoning than comparing things which are not comparable. The professor asserts something of a man which is strictly true so long as affirmed of a man, but utterly erroneous when applied to a nation. The acceptance of Free Trade principles by the public depends entirely on the capacity of the leaders to mix, confuse and mystify the matter. They require to be kept to the point, like the professor. When they make unquestioned assertions, don't allow them to transfer or apply the conclusions to something dissimilar.

The moment Free Traders state the exact idea intended, their argument loses force. Had the professor said, "It is folly to ask a nation to produce everything it requires for which it has natural facilities," he would have stated the negative of Protection fairly and clearly. But the other form of expression, till questioned, answers his purpose better. J. S. Mill admits all that Protectionists affirm, when he says that "any country having natural facilities for any particular manufacture is justified in adopting Protection for a time to give the start which otherwise individual enterprise alone would not be able to make."

"The start" above referred to is all that Canadian manufacturers ask. But Free-traders are too cosmopolitan in their ideas to give their own countrymen even this small preference over foreigners. They contend that if a country has natural facilities its manufactures need no start. Mill thinks otherwise; he recommends Protection for a time, even where the facilities exist.

THE EXPLOSION OF A SULPHITE DIGESTER

The Result of the Investigation into the Disaster Which Happened to the Laurentide Company is Presented to the Readers of Industrial Canada. How can such Accidents which Destroy Life and Property be Prevented?

ONE of the worst catastrophes that has ever visited Canada happened about ten o'clock in the evening of December 22nd last, when one of the three sulphite digesters operated by the Laurentide Company, Limited, in their pulp and paper mills at Grand Mere, P.Q., exploded with great force, killing three men, injuring two others, and causing damage to property to the extent of nearly $80,000. The digester house, built of structural steel, brick and cement, thirty feet wide, one hundred and twenty feet long, and eighty feet high, was practically wrecked, its contents destroyed, and adjacent buildings damaged.

The digester that exploded had been in use about fourteen years. It was forty-five feet high and fourteen feet in diameter. With its contents it weighed about 150 tons. It had a capacity in volume over sixteen times that of an ordinary horizontal tubular boiler, 66 inches in diameter by 16 feet long, and the energy within it was many times as great as that within a boiler of that size. It was built in three courses of three sheets each. These sheets were of steel plate, one inch thick, which were united by butt joints with single strops of the same material one and one-sixteenth inches thick. The vertical seams were triple rivetted, the girth seams double rivetted. It was lined first with lead about three inches thick, and then with a cement and tile lining about eight inches thick, the object of this lining being to prevent the acid used in cooking the pulpwood coming into contact with the steel sheets of the digester.



General View of Ruins

The vessel had been regularly inspected by inspectors of the Boiler Inspection and Insurance Company, with which it was insured, and the owners themselves had taken every possible precaution to ensure its safe operation. It is satisfactory to know that the explosion was due to a cause entirely beyond the control of both the owners and the inspecting company

About four hours after the digester had been put into operation on Sunday, 22nd December last, it exploded, the initial rupture occurring in the strap on one of the vertical seams in the middle course, which was eight feet six inches in width. The rupture spread along both of the girth straps of this course, which opened up and was torn from the upper and lower portions of the digester. The top portion was blown directly upwards, falling back on the foundation of the digester house, while the lower portion was blown through the south wall of the digester house, falling on and destroying the blow tanks used to receive the cook when emptying the digesters. The middle course was lying on top of the lower portion and was straightened out with the force of the explosion almost flat. There were no tears or ruptures in any of the plates, but that the failure in material was confined solely to the straps, a fact which can be taken to corroborate the opinion subsequently reached as to the cause of the explosion.

The wrecked digester was very carefully and thoroughly examined as soon after the explosion as possible, and the

conclusion was reached that the explosion was without doubt due to a hidden crack in the strap which first failed, and which, starting from the inner surface, gradually worked its way towards the exterior. Its position between the strap and the sheet made it absolutely impossible to discover the defect. This defect is, as a matter of fact, somewhat similar to what is commonly known as the lap-joint crack in horizontal tubular boilers constructed with lap joints. What supports the conclusion arrived at is the fact that of the vertical straps in the same course one showed a crack on its inner surface about two-thirds of its entire length and in a position which a crack of this nature would be expected to occupy. A similar crack was found in one of the vertical straps that had been removed from one of the other digesters.

The origin of the crack is to be found in the inferior quality of the material in the strap and its consequent inability to withstand the continued strain put upon it whenever the vessel was in operation. The theory has been also advanced that this strain was twofold. There was the strain due to the pressure of steam and hot water to which a boiler or any vessel operated under steam is subject, and, in addition, the probable strain imposed on the vessel by the expansion of the cement and tile lining. While it might be difficult to accurately calculate this strain, it existed, and exists in other digesters of similar construction to the one that exploded, and the repeated application of the strain due to the pressure of steam combined with the expansion strain set up a condition which caused the material in the vertical strap that failed, because of its inferior quality, to crack and finally to give way. Had the strap been less brittle and more elastic, or of the same material as the sheets, the digester would have withstood the strain placed upon it, and the disaster, in all probability would not have occurred.



The Wrecked Digester House

A disaster such as this, entailing loss of life and immense destruction of property, to say nothing of the financial loss resulting from the interruption of business operations, forces a consideration of the various elements of danger connected with the use of these vessels and with the great desirability of overlooking no precautions and sparing no expense that will tend to minimize those dangers.

The great majority of digesters in use to-day are of practically the same construction as the one that exploded at Grand Mere, and there is the possibility of the same weakness in the strap material, that resulted so disastrously at Grand Mere on the 22nd of December last, existing in each. The possible effect of the twofold strain caused by the internal pressure of steam and the expansion of the cement and tile lining calls for the use of a larger factor of safety than would ordinarily be necessary and the adoption of a proper means of ensuring that the pressure conforming with that factor of safety is not exceeded.

Every precaution should be taken to avoid any condition which would tend to aggravate the internal strains to which we have referred. It will be appreciated that the shell of the digester will expand or contract according to the temperature to which it is exposed or submitted, whether internal or external. With the lining heated to a much higher temperature than the shell, and therefore expanding more freely, the danger of a condition that would cause the shell to contract and thereby put two powerful forces into opposition is evident. The impinging of cold air upon the shell of the digester would bring about this condition, and the necessity of keeping the digester room at a proper and even temperature and of keeping windows, doors and other openings closed, particularly during the winter months, is obvious.

The use of acid in these digesters and the possibility of the acid reaching the sheets through defects in the lining is another source of danger in connection with the use of these vessels. It is claimed that if the acid does get through the lining it will show weeping at the joints or rivets because of its penetrating qualities. It may in some cases, but before it does, so rapid is the acid in its action, the sheet itself may become so seriously corroded or grooved as to materially lessen the strength of the entire structure and call for the use of a higher factor of safety or the replacing of the corroded sheets. Instances have been known not only of the sheets themselves being deeply corroded or grooved, but of the countersunk portion of the rivets being entirely eaten away. This latter condition, especially as regards the rivets of the vertical joints, might render the use of the digester

unsafe. The expediency of removing the entire lining of a digester at regular intervals and making a thorough internal examination of the shell, is, in spite of the cost of such a step, deserving of serious consideration. It is certain, however, that the cost would be insignificant as compared with the loss that might be avoided by such a step. From such an examination only can the strength of the vessel and the pressure at which it is safe to operate it be accurately determined from time to time. In some continental countries such a step at fixed intervals is compulsory by law. Means, however, exist by which the discovery of the acid having found its way through the lining may be effected as speedily as possible and its action upon the plates checked, so that the heavy expense of removing the entire lining may be avoided until it clearly becomes neecssary.

The question of preventing, as far as possible, the recurrence of an explosion similar to that at Grand Mere, is one of the greatest importance. No better means can be adopted than submitting these vessels to regular and thorough inspection by those who are experts in such work—men possessing the knowledge which will enable them to determine accurately the strength of each and every part of the structure, and its ability to withstand the strains imposed upon it,—men whose experience will make them keen to detect any signs indicative of danger, or of depreciation in material likely to affect the strength of the vessel. To this end a moral obligation surely lies on the shoulders of every user of one of these vessels—vessels that may rightly be called possible instruments of destruction.

INSURANCE ASSETS ABROAD

By E. P. HEATON

The General Manager of the Western and British America Assurance Companies (the latter the oldest Canadian Company now doing business) is most persistent in his demands that Canadian manufacturers should insure in Canadian licensed companies, and in the well-written articles that emanate from his pen this is enforced with a directness that has become almost an obsession. We impugn neither his motive nor his right.

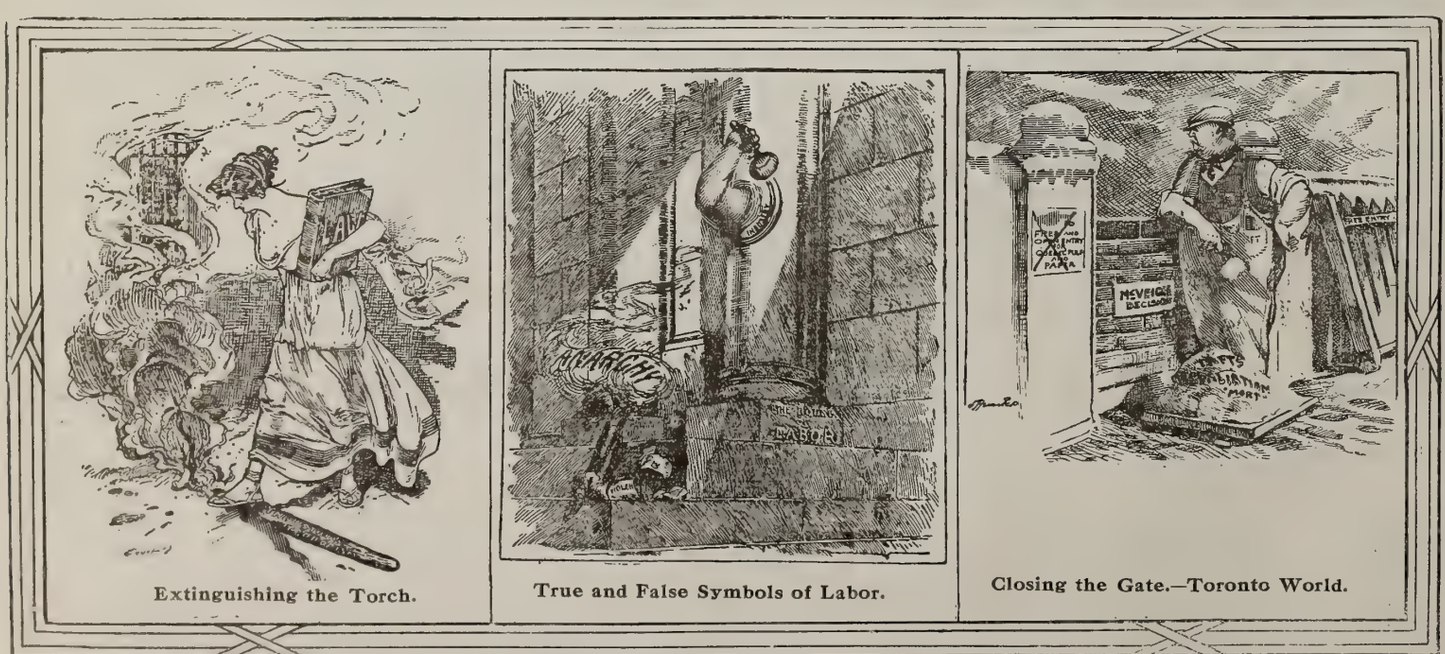
Mr. Meikle will not, we trust, impugn our right to ask what attitude his two companies take in the building up of Canadian resources and industries. The Western and the British America are both possessed of large funds that enable them to rank among the "big" companies, yet a very large proportion of their assets, and certainly the most easily realizable of them, are tied up firmly and securely in foreign countries and are completely alienated from the use and benefit of the Canadian policy holders.

The following figures as to the first and fourth columns are taken from the Dominion Government Report of 1911, and as to the second and third columns from "Best's" Insurance reports:—

Companies.	Total Assets.	Assets in United States.	Surplus in United States.	Liabilities in Canada.	Assets not in U.S.	Surplus as to Canadian Policy Holders.
British America	$2,004,312	$1,657,481	$722,478	$410,510	$346,831	$63,697
Western	3,170,803	2,404,810	1,027,308	470,162	765,993	295,831

Amongst the Assets of the British America that are "free" as to the Canadian policy holders are shares of the common stock of the Western Assurance Company of the par value of $145,280 and stated market value of $72,640; and the Western holds common stock of the British America of the par value of $492,075 and stated market value of $246,037, assets that would not be acceptable in the United States.

In other words the Canadian policy holders' security is completely subservient to the security alienated for the benefit of policy holders in foreign countries. Perhaps if the Manufacturers remedied Mr. Meikle's oft-repeated complaint, he might reverse the condition now merely indicated and thereby both might be regarded as common benefactors; perhaps, too, a little mutual help and consideration might be a good thing.



Extinguishing the Torch.

True and False Symbols of Labor.

Closing the Gate.—Toronto World.

PRINCIPLES OF SCIENTIFIC MANAGEMENT

By FREDERICK WINSLOW TAYLOR.

Restriction of Output only Increases Poverty of Workers. Increase of Output and Introduction of Scientific Methods Mean Prosperity to All. Employees Should Get the Full Amount They Earn or They Will "Soldier."

IN discussing the principles of scientific management I have in mind merely that class of working men who are engaged in what may be called co-operative industries. I do not refer, for instance, to a coachman, who works by himself, but merely to men who work in certain groups, whose interests are common, and are therefore closely dependent upon one another. It is important to bear this in mind, because generalizations apply to all classes of workingmen, and allowance must be made for some very sweeping statements.

Most of my facts are relating to workingmen in Canada. The average man believes it for his best interest to go slow, instead of going fast, to turn out as little work as possible, instead of as much as possible. Now that firm conviction, that it is for the interest of the workingman to restrict output, is practically universal among workingmen. It is due to two principal causes, and I think I may say, that for neither of these causes is the workingman principally to blame; as I am going to try to show you, I think men of our class are much more to blame than the workingmen for the existence of these two very fallacious ideas.

Fear of Loss of Work.

The first of these causes is this: you have a certain number of men working in a trade, and you suggest that it would be to their interest to double the output by each man becoming more efficient or in any other way, there would not be a shadow of doubt in their minds that the only result would be to throw half of them out of work. For the average workingman this is a self-evident fact, it does not demand argument, it is axiomatic, he would only laugh at anyone who would say anything else. Strangely enough, I find that the great majority, yes, four-fifths, of educated men, whe read and study this subject, have the same idea, that to increase output would result in throwing a whole lot of men out of employment. Now this, as I say, is a self-evident proposition to the workingman. Their labor leaders—there is hardly one of them throughout the country but is teaching them that it is to their interest to restrict output. There is hardly a labor union but has enacted legislation tending to this directly, or is contemplating it. And while this is the generally inherited principle, coming to them from the time they are small boys, and imbibed from everyone talking about it, yet, there never has been a greater fallacy than this! To prove this, all that is necessary to do is to go back and look at the history of any trade, and you will find the directly opposite to be true: that any device or scheme to increase output, instead of throwing men out of work, has made more work for the men in that trade. There is one industry in which that is not true, viz., agriculture, the only one that I know of. In agriculture, during the past eighty years, the number of men engaged in the United States has been reduced from 80 per cent. to 35 per cent.; that, of course, is due to the introduction of labor-saving machinery; and the reason for that is that, while we can eat a great variety of food we cannot eat much more food than the last generation, though perhaps the waste is greater.

Machines Made Work.

We have one instance before us, the case of the linotype and monotype composing machines. It was a fight at first to get them introduced, but now you won't find a union but will admit that there is work for far more men than before the machines were introduced. This is simply an illustration of this belief that is so ingrained in the workingmen. However, the real meaning of this phenomenon can be appreciated only by taking one of the older trades, as the linotype and monotype ideas are too recently introduced to be startling in their statistics. But take any old trade, the cotton industry, for instance. You remember, perhaps, the riots and labor disturbances in Manchester, England, when the old hand loom was being superseded by the power loom. The power loom was invented about 1780 or 1790, but did not come into general use till about twenty-five years later; but between the years 1825 and 1840 the power loom gradually was superseding the hand loom, and about 1840 things came to a climax, and the weavers of Manchester, who knew all about what the power loom would do, realized that while there were five thousand of them then working at the hand looms in Manchester, when the power loom was really installed, there would be only fifteen hundred of them left. They did everything in their power to prevent the power loom from coming in. And just note the effect of it. It had practically no effect! The power loom came along; I doubt if it was stayed a day by it. And more people are employed through it to-day than ever before.

That is almost the universal result of any device to increase output. And in spite of the opposition which scientific management is receiving it is coming. It has the opposition of the trades unions, the opposition of well-meaning philanthropists who have believed the lies spread abroad by the unions, the opposition of public opinion, misguided by those who are talking against it, but it has never been delayed and it never will be, because any device for increasing human efficiency—and the history of all such devices is exactly the same—cannot be stopped by any opposition.

Multiply the Weavers.

Now let us see what happened in Manchester, England, because it is typical, it is just what is happening all over the world, and will happen. It did throw men out of employment: there were five thousand cotton weavers previous to the introduction of the power loom; but in Manchester now there are two hundred and sixty-five thousand cotton operators, as against five thousand. And each man is now averaging ten yards of cloth at the very least where each man formerly averaged one yard of cloth! And the population of England has not more than doubled in that time, but we will say it has trebled, just for argument's sake—and that five yards

of cloth is going out of Manchester now, where one yard went out in 1840; now what is the real, fundamental meaning of this? There is something back of it, something far more important than efficiency or the market that it gives, one of the most important facts in this world, and that is, broadly speaking, and of course with certain limitations, that all you have to do is to bring wealth into this world and the world uses it; that is the fundamental fact. I speak now of things worth while, things that can be used by the people at large, not of luxuries, but outside of food—we cannot increase the use of food much—all you have to do is to bring wealth into the world, and the world will use it. What really happened in 1840 was that cotton goods, from being a luxury to be worn only by the rich, now came to be worn by every man, woman and child, and were believed a necessary, not a luxury—even in the uncivilized world to-day it is used.

Of course, we know that it is necessary to restrict output; that the statement I have made is not absolutely, literally, true; we know wealth must be brought in in fairly even balance; if, for example, there is an increase in cotton goods without proportionate increase in other things, the world gets out of "kilter" in one direction. So there must be restriction of output in that respect, for a few years to come, all over the world, not in only one country, if we get going too fast, and there are more new undertakings than there is liquidated capital to finance. If we do not restrict output we have a diseased condition of over-production, for a long time sometimes; but that nowhere justifies restriction of output on the part of any man or set of men, either manufacturers or workingmen, for any other reason. There could be no greater crime against humanity than this restriction of output. The wealth of the world comes from only two sources; it comes from the ground, or is what man produces. All you do in restricting output is to cut off people from getting some of the means of progress of the world, and from increasing the use of things in the world.

The Workman's Share.

And let me call your attention right here to another very important fact connected with this: that the working people of the world, the philanthropists of the world, and a great part of the thinking people of the world who are studying new problems, are coming to the conclusion that the workingman is not getting anything like his share of the joint product of capital and labor, that capital is getting far too great a share; and I myself sympathize with this very largely. In the ordinary operation of our large trusts the workingman does not get anything like his fair share. This becomes so conspicuous, so prominent, that we are inclined to generalize and draw very broad conclusions. In the July "*Atlantic Monthly*" there was an article by Mr. Norman Fay, who showed by the last census returns in the United States very conclusively that if the working people of the United States got an equal division of the property now belonging to the capital of the United States, they would get just thirteen cents per man per day more than they are now getting. Now, what workingman would be satisfied, even if he had an equal division, when that is all he would get? He imagines he would get four or five dollars a day more! That is startling. I had some faint notion the workingman was wrong, but when you get statistics on a large scale you see how little chance there is for the workingman to gain by an equal division of wealth. I am sufficiently progressive to believe that there is great injustice going on; but the great hope of the workingman lies there—most certainly not! It is a great deal worse in England in the matter of restriction of output. The Liberal party in England—and I think if I were there I would belong to that Liberal party—are all engaged in a general scheme of taking from the rich people to hand over to the poor. Much of this I approve of, but a great deal of it I don't; much of it will tend to pauperize. But if they take it all away from the rich, supposing the same proportions held as in the United States, they would all get just thirteen cents a day more; that is not much to live for or to hope for! Whereas by increasing the output they would profit much more than that.

It is of great advantage to be able to go back, for confirmation of this, to a time not so very long ago, when a week's work was a fair exchange for a bushel of wheat. There is no more fallacious way of treating this part of economics than that of talking about wages: wages tell you next to nothing; wages might be a certain amount so many years ago, but it was the same in every part of the country; but statistics tell you that a few years ago a week's work purchased a bushel of wheat; now what man would be content to trade his week's work for ten bushels of wheat? He would hardly do it.

Now I am talking so long about this restriction of output, because it lies right at the root of scientific management. That is the chief source of the opposition of a great many thinking men, and practically all labor men, because scientific management has for its object the increasing of the output of every man. Yet, I repeat, the workingman of the country are hardly to blame for this fallacy. They are all in favor of restricting output.

The Second Cause of Restriction.

If you were manufacturing, for instance, a fountain pen, we will assume that it can be made by one man, and we will assume that a man is on the average making ten a day, and that he is making $2.50 a day throughout the year. If that man has a good foreman, he would say, "I think you would do better if you would make this pen by the piece, instead of by day work; and I will give you 10 cents apiece for the parts you make of 25 pens in a day. The workingman is sure, of course, that in the course of the year, through his own ingenuity, through the help of his foreman, through talking to his friends about his work, and through working harder, he would find himself turning out 20 pieces instead of 10 whole pens in a day, and so would find himself earning $5 a day instead of $2.50. His foreman would be well satisfied with that; the man would be earning high wages, and the company would be earning twice as much, because it would turn out twice as many pens with the same plant and the same appliances. He should feel very well satisfied. But let us see whether we give the man that $5. The employer, or the board of directors, sends for the payroll. I am not blaming anyone for this; I am merely stating facts; and it is our duty, everyone of us, nowadays, to ask for the payroll, and see what our men are getting. I think I may say to our horror we see that our machinist is getting $5 a day, while a little while ago he was receiving only $2.50 a day. We feel this is a pretty serious matter, and it is almost the universal view that we can't afford this, that we are ruining our labor market. So the superintendent is sent for, or the foreman, and told in no doubtful way that he can't afford to ruin our labor market. If he is a risky man, the chances are he will cut that fellow down, so he won't earn more than $2.75 a day. Now, a great deal has been said in the past few years about the meanness of the working people, their degeneracy, and the fact that they do become in many cases almost the scum of their country through their heartlessness and their greed. My experience has been, and I have had pretty wide experience of the working people, that man for man they are just about the same in character and integrity as the average man in the community, neither better nor worse.

(*To be continued.*)

Annual Census of Manufacturers

Report of the Departmental Commission Recommends It. Staff Would Cost About $11,000 Annually.

Those who have attacked Government blue books in the hope of gathering statistics to entertain their friends or to confound their enemies, and have retreated after being themselves confounded and bereft of the hope of entertainment, will welcome the report of the Departmental Commission, recently published by the authority of Hon. Geo. E. Foster. The Commissioners sought to prevent duplication and to evolve a plan by which any intelligent person can get instruction and comfort from the mass of statistics gathered with such care by Government officials—in short—to make the blue books less blue and more human.

The Commissioners are of the opinion that statistics of industry should be collected more frequently than at five and ten year intervals. They believe that statistics of the principal manufacturing industries of Canada can be collected, annually, through the post at a moderate cost. The additional staff required would cost about $11,000 per year. In case this recommendation is adopted, the provinces will probably discontinue gathering statistics of manufactures.

One of the most important decisions of the Commissioners is their recommendation against the proposal to collect interprovincial statistics. The report comments as follows:

"After careful investigation and conference with a large number of manufacturers, traders and leading transportation companies, the conclusion has been reached that a complete and accurate statement of interprovincial trade, both in manufactured and foreign products, is not possible without duplication of values and within reasonable limits of cost. The shipment of goods to a distributing point in one province, whence they are sent in part to other provinces, the extraordinary amount of detail involved in an attempt to trace express goods, and the mail-order business of the country, raise in an aggravated form the problem of 'destination,' which has always perplexed statisticians.

"It is thought, however, that much valuable information as to the internal trade movement of goods in Canada could be obtained by selecting a list of the more important articles of interprovincial trade and obtaining statistics as to their movement from producers, transportation companies, and such other authorities as might be able to furnish them. In the case of such articles, representatives of the Government should both initiate and supervise the collection of the necessary information in such manner as a first-hand investigation of the production and transportation of these several articles might indicate. The experience gained in dealing with these lines would, it is hoped, open the way to a comprehensive enlargement of the schedule."

The Recommendations.

Briefly re-stated, the Recommendations of the Commission are as follows:

1.—The organization of a Central Statistical Office for the co-ordination, unification, extension and general improvement of statistics, involving,—

(1) The creation of a Dominion Inter-departmental Statistical Committee.

(2) The creation of an Interprovincial Conference on Statistics.

2.—The following reform in existing Dominion Statistics:

(a) The Census.—The taking of a quinquennial Census and the limitation of the field of the Census proper to the enumeration of population and property, with a thorough re-examination of the methods at present in use in collecting and compiling data and in publishing results.

(b) Production.—The institution of an annual census of production, embracing the chief products of agriculture, forestry, fisheries, mining and manufactures.

(c) Trade.—The co-ordination of the work of the statistical branches of the Departments of Customs and Trade and Commerce, with improvement in the classification scheme and in other details.

(d) Transportation.—The reorganization of canal statistics. The creation of statistics of coastal trade.

(e) Labour.—The creation of wages and consumption statistics.

(f) Emigration.—The perfecting of methods of recording departures.

(g) Miscellaneous.—Improvements in statistics of Insurance and the development of price statistics.

(h) Publications.—The enlargement of the Canada Year Book. The co-ordination of other publications.

In regard to provincial statistics, they recommend the co-ordination of statistics on the following subjects: Births, marriages and deaths, public health, education, agriculture, local and municipal governments; industrial accidents, various phases of production, finance, public lands, public works, and hospitals and charities.

3.—The appointment of all officials engaged in statistical work on grounds of character and capacity.

The Commission was composed of the following:—Richard Grigg, Commissioner of Commerce, Chairman; Prof. Adam Shortt, Civil Service Commissioner; Ernest Henry Godfrey, Census and Statistics Branch; W. A. Warne, Statistical Branch, Trade and Commerce; Robert Hamilton Coats, Department of Labor; J. R. K. Bristol, Department of Customs, (now Manager of the Tariff Department, Canadian Manufacturers' Association); C. H. Payne, Trade and Commerce Department, secretary.

FREIGHT TONNAGE.

The total forwarded tonnage of the Canadian Pacific, Grand Trunk and Canadian Northern Railways for the year 1912 was 1,534,655 tons, and the received tonnage 5,437,786 tons.

In 1912, the Grand Trunk Railway carted 294,396 tons of freight, and collected from the public $117,757. They also carted 625,173 "smalls," on which they collected the minimum charge of 15 cents from the public, amounting to $93,926.00, making a total of $211,683.00. The Canadian Pacific Railway carted 243,078 tons and collected from the public $97,321.20; also 430,029 "smalls," and collected $64,804.35; making a total of $162,125.55. The public paid the full amount paid by the railways to the cartage companies for carrying "smalls."

NEW STEAMSHIP SERVICE.

The Canadian Pacific Railway has established a steamship service between Austria, Italy and Canada. The steamship Ruthenia will leave Trieste on March 2nd and will arrive at West St. John, N.B., about April 9th. She will be followed four weeks later by S.S. Tyrolia to Montreal. The first sailing from West St. John, N.B., to Trieste will be S.S. Ruthenia, April 16th, arriving at Trieste about May 6th, to be followed by S.S. Tyrolia from Montreal four weeks later.

It is expected that the inauguration of this service will be the means of building up a considerable trade between South-Eastern Europe and Canada



By J. E. Walsh

Following the hearing in Cincinnati by the Interstate Commerce Commission on January 24th and 25th in connection with rates on lumber from the South, a conference of railway traffic officials was held in Louisville, Ky., the last week of January, for the purpose of going over the ground and getting the defence in shape for the next hearing in Washington on March 14th. The railroad men declined to give out any specific information, but it is known that divisions of revenue on movement from the South were discussed, and there is a possibility that a rearrangement may be made on a basis which will permit the railroads to maintain the old rates without serious loss. The General Freight Agent of the Grand Trunk and the Assistant Freight Traffic Manager of the Canadian Pacific represented the Canadian lines.

* * *

At the annual meeting of the Canadian Lumbermen's Association, held at Ottawa, February 4th, the following resolutions were presented:—

1. A resolution to be submitted to the Board of Railway Commissioners applying for reciprocal demurrage.

2. A resolution to the effect that the Canadian Lumbermen's Association co-operate with the Canadian Manufacturers' Association in their application for reciprocal demurrage.

3. A resolution objecting to the haste of the Railway Commission in dealing with the recent increase in demurrage charge.

* * *

The following figures illustrate the effect of water competition for freight rates between Toronto and Fort William and between Montreal and Fort William. The all rail class rates from Toronto to Fort William are:—

1	2	3	4	5
$1.05	.86	.70	.50	.42

The lake and rail class rates from Toronto are:—

.50	.44	.38	.31	.25

The all water are:—

.45	.40	.34	.28	.23

From Montreal to Fort William the all rail class rates are:—

1.05	.86	.70	.50	.42

Lake and rail:—

.60	.53	.45	.38	.30

All water:—

.55	.49	.41	.35	.28

It will be observed that the differentials allowed the all water lines are 5, 4, 4, 3 and 2 cents per 100 lbs. These differentials are a matter of agreement between the lake and rail and all water lines. They have been in force for a number of years. The agreement is usually made at an annual meeting of the lines mentioned. Generally speaking, the agreement is pretty well lived up to. I do not think there is any question as to the desirability of agreements of this kind when the rates fixed are not unreasonable, as they tend to stability—something which is desirable.

The mileage from Toronto to Fort William is 812, and from Montreal 1,001.

The class rates under which traffic moves from Fort William to Winnipeg are:—

.86	.72	.57	.42	.38

The short line mileage is 420.

These figures indicate that water is a factor in rate adjustments east of Port Arthur.

* * *

It has been intimated that if the Government decided to follow in the footsteps of all other civilized nations and establish a parcel post service, that it will not be for the purpose of competing with the Express Companies, but rather to meet a popular demand and for the purpose of placing the people of Canada on a parity with their neighbors. At the present time we are being unjustly discriminated against because our competitors are given a better service in every way and at lower rates.

Those who have looked into the question of competition between parcels post and the Express Companies cannot find that the latter will be seriously affected. The new parcel post rates which went into effect in the United States are in many cases higher than the express rates recently recommended by the Interstate Commerce Commission.

That the Companies will continue to flourish if the postal service is established is certain because they furnish a personal service. This, coupled with a reasonable revision of the graduated table of charges, will retain to the Companies a large proportion of the business which they now enjoy, and tend to increase the traffic.

The Express Companies both in Canada and the United States have always competed with the post office for certain business successfully. If they continue to do so they will continue to get the business on account of their specialized service.

But whether or not parcel post competes with the Express Companies, the discrimination complained of should be removed, as it is a well-known fact that large quantities of manufactured articles such as clothing, jewellery, etc., are sent into Canada by parcel post, under regulations which are denied to us.



INSURANCE

By E. P. Heaton

THE outstanding event of the month is the organization of the "Ontario Fire Prevention Association," to which reference is made in other columns. This Association will be what the members of the C. M. A make it, either a paper organization or one vitalized by activity and determination. Numbers will not alone count for anything, but a definite plan of work supported by numbers will count for much.

The "business of arson" is the title of a series of articles now running in *Collier's Weekly*, by Arthur E. McFarlane. Concurrently with these articles, which have evidently been in course of preparation for months past, New York and Chicago authorities have put on trial the conspirators in an Arson Trust. Mr. McFarlane's articles are journalistic in assertion, picturesque in imaginative and descriptive power, and should be read by everyone interested in the public weal.

Here are two or three extracts from Mr. McFarlane's first articles:—

"Within a month after Paris had set its ban on feathers, three feather factories had burned in New York."

"When we calculate everything that our fires cost us, we may set our arson loss at a quarter of a billion dollars a year."

"All our powerful stock fire insurance companies must and do gain by fires."

I do not know anything that more completely corroborates Mr. McFarlane's general statement of conditions than the following despatches taken from recent issues of the daily press:

New York.—"Izzy, the Painter, head of New York underworld's "arson trust," came from Sing Sing Prison to-day, to confess to putting the torch to 300 houses within the past few months. He unbosomed himself to District Attorney Whitman and two stenographers. The confession is said to bristle with names of "Izzy's" lieutenants. Some are said to be notorious characters of the tenderloin and the East Side; some, insurance agents, who worked in with the "trust" and divided the spoils; others adjusters of the big fire insurance companies. Mr. Whitman thought it possible that more than 1,000 fires kindled in New York within the past few years could be traced to the gang."

New York.—"Izzy the Painter's confession that he had fired 300 houses at the behest of a local "arson trust" bore first fruit to-day in the conviction of Robert J. Rubin, an insurance adjuster, who, "Izzy" said, was one of his aides The jury returned a verdict of guilty of second degree arson after twenty minutes' deliberation. Rubin faces a term of imprisonment up to 25 years."

What is being done to checkmate these astounding conditions? A system of fire marshals is the prime and fundamental necessity, and States to the number of more than thirty have inaugurated such ~~offices and officials with plenary~~ powers. Read what Mr. McFarlane says of Ohio:—

"The experience of Ohio will furnish a clue. There the fire loss has been steadily decreasing, million by million, from 1901, when it reached $11,196,189, to 1911, when it stood at $5,718,120. There were 7,011 fires in Ohio in 1901 and 4,930 in 1911. Ohio found out the answer for herself and applied the remedy—or part of it. She established a system of genuine fire marshals, backed—as they are not backed in other States—by genuine money and genuine laws. These marshals have performed miracles in correcting 'bad construction,' 'bad housekeeping,' in reforming the pernicious part of 'unparalleled industrial activity'; they have altered the 'climate' of Ohio to a degree almost beyond the power of the Creator. How? By putting certain gentlemen in the penitentiary. During one period of thirty months the courts of Ohio "sent up" more men for arson and incendiarism than had been sent that way in the preceding century."

Governor B. F. Carroll, of Iowa, in his final annual message to the legislature, praises the fire marshal law and commends the vigorous manner in which it has been enforced by Fire Marshal Roe and his assistants. More than 3,700 fires have been reported, 175 suspected incendiary blazes have been investigated, four persons have been sent to the penitentiary, two given jail sentences, one sent to the insane asylum, one to the boys' industrial school, two to the inebriate hospital, two were fined, one was aquitted, and eleven are now awaiting trial under indictment. Five hundred buildings have been inspected and many bad risks ordered torn down and removed.

In his message to the legislature, Governor Eberhart, of Minnesota, comes to the assistance of Charles E. Keller, state fire marshal, in urging more funds for departmental use and more authority for him. The governor also urges a campaign of education to reduce fire waste. The message says:

"The state fire marshal law enacted two years ago has been of material benefit to the people of the state, but before the department can reach the highest efficiency the law should be amended to place ample funds at the disposal of the fire marshal to prosecute the work. The fire losses for the year just closed show a decrease of approximately $1,700,000 over 1911. The vigilance of the fire marshal department has undoubtedly contributed materially in this reduction."

Following attacks by an evening newspaper upon fire insurance companies and agents, charging that they were in an illegal combination to increase rates, the county prosecutor in Cleveland, Ohio, raided the offices of the Cleveland Fire Insurance Exchange. All its books and records were carried away and taken to the Grand Jury rooms, where they are being examined in an effort to find evidence that will serve as a basis for indictments.



CUSTOMS



By J. R. K. Bristol

Imported materials used in Canada in the manufacture of articles exported are subject to a drawback of 99 per cent. of duty paid thereon. That such imported materials are purchased by the manufacturer from some dealer or jobber in Canada does not preclude the manufacturer from obtaining drawback of duties on the exportation of articles made up by him from such imported materials.

By Order in Council effective Feb. 1st, 1913, the following countries have been added to the list of countries to which the privileges of the British Preferential Tariff are extended, viz.: Swaziland, Basutoland, Bechuanaland Protectorate, Northern Rhodesia, Nyassaland Protectorate, Uganda Protectorate, East Africa Protectorate, Protectorate of Northern Nigeria, Colony and Protectorate of Southern Nigeria, Gold Coast, Sierra Leone, Gambia, Somaliland Protectorate, Federated Malay States, British North Borneo, Sarawak, Brunei, Mauritius and Dependencies thereof, Seychelles, St. Helena, Ascension, Friendly or Tonga Islands, Fiji, Falkland Islands and British Honduras.

TOTAL EXPORTS FROM THE DOMINION OF CANADA, NINE MONTHS ENDING DECEMBER.

	—1910—	
	Domestic.	Foreign.
The Mine	$31,228,634	$223,414
The Fisheries	12,393,379	88,729
The Forest	40,041,024	157,138
Animals and their Produce	43,655,948	721,470
Agriculture	68,121,036	7,327,723
Manufactures	26,067,506	3,751,305
Miscellaneous	257,342	1,282,867
Total	$221,764,869	$13,552,646

—1911—		—1912—	
Domestic.	Foreign.	Domestic.	Foreign.
$29,562,761	$177,806	$42,587,885	$104,766
12,534,827	86,936	12,180,323	87,460
34,005,065	197,699	36,699,244	406,808
41,456,779	933,346	36,740,883	764,488
84,047,270	7,954,292	119,209,170	8,722,817
25,197,653	4,874,074	31,160,289	6,620,970
90,777	766,047	74,363	1,775,295
$226,895,132	$14,990,200	$278,652,157	$18,482,604

These are the total exports, except coin and bullion.

TOTAL IMPORTS FOR NINE MONTHS ENDING DECEMBER.

	1910.	1911.	1912.
Dutiable goods	$205,819,363	$243,601,056	$326,417,953
Free goods	125,683,259	138,850,867	170,274,850
Total	$331,502,622	$382,451,923	$496,692,803
Duties collected	52,860,244	63,469,407	85,111,641

A recent report of the Trade Commissioner for Canada at Buenos Aires, Argentine, represents that country as a good market for Canadian made boots and shoes. This report will be found in the weekly issue No. 471 of the Department of Trade and Commerce, Ottawa.

In the October report of the Department of Trade and Commerce the rates of duty are given on all articles likely to be imported from Canada into Antigua, Barbadoes, British Guiana, Dominica, Montserrat, St. Kitts, Nevis, St. Lucia, St. Vincent and Trinidad. The products of Canada are to pay not more than four-fifths of the duties imposed on similar goods when imported into the foregoing colonies from any foreign country; provided that on flour the preference in favor of Canada cannot be less at any time during the life of the agreement than 12c. per 100 lbs. The Tariff Department will be glad to answer any enquiries as to these tariffs.

Mr. W. A. Beddoe, Canadian Trade Commissioner, Auckland, New Zealand, has reported to the Department of Trade and Commerce that a large demand exists in New Zealand for canned salmon, and directs the attention of the canners in British Columbia to this demand. Mr. Beddoe will place intending exporters in immediate touch with houses of good financial standing in New Zealand anxious to buy.

Mr. Beddoe also reports that there is evident in New Zealand an additional desire to trade with Canada.

The principal manufactured articles imported into New Zealand are: Acids, alkalis, clothing, arms and ammunition and explosives, bacon and hams, bags and sacks, basket ware and wicker ware, bee keepers' tools, implements and apparatus, beer, belting, non-alcoholic beverages, bicycles and tricycles, biscuits, blacking, boots and shoes, brushes, candles, playing cards, carpeting, carriages and motor vehicles, including children's vehicles, clocks, cocoa and chocolate, desiccated cocoanut, combs, confectionery, nails, cordage, drugs, potted and preserved fish, floor oilcloth, ground flour and other farinaceous foods, preserved fruits and jellies, furniture, polish, glass bottles, mirror plate, glassware, hardware, hats and caps, hosiery, musical instruments, lamps and lanterns, leather, agricultural implements, engines, fertilizers, matches, preserved milk, feathers for millinery purposes, paints and colors, paper, printing and paper hangings, perfumery, photographic goods, plated ware, soaps, spices, whiskey, sawn lumber, undressed, umbrellas and parasols, paraffine.

Particulars of the quantity, value and rate of duty on any of the foregoing articles imported into New Zealand may be obtained from the Tariff Department. Articles from Canada are allowed entry into New Zealand under Preferential Tariff rates.

IMPORTANT MANITOBA LEGISLATION

By G. F. C. POUSSETTE
Western Secretary, Canadian Manufacturers' Association

Work of Last Session Concisely Reviewed

The opening of the third session of the Thirteenth Legislature of Manitoba took place on 8th January, 1913, and the House was prorogued on the 15th February, but during this short time a large amount of business was transacted. One hundred and sixty-three bills were presented, of which number one hundred and thirty-four were passed and assented to. No less than six trust companies, with an authorized capital aggregating four millions of dollars, received charters, and three railway bills were also assented to. Probably the most important of the latter was a charter granted the Portage Railway & Canal Company, which purposes the building of an electric railway from Portage la Prairie to a point at or near Winnipeg; also a canal from Lake Manitoba to a point on the Assiniboine River. The Inter-Marine Railway & Navigation Company secured a charter granting powers to build a railway line which will be a connecting link between some point at the head of navigation on Lake Winnipeg and the line of the Hudson's Bay Railway, a distance of approximately 122 miles. This Company has an authorized capital of $3,000,000, and the completion of their undertaking promises to be of considerable importance to those places situated on Lake Winnipeg and the Red River, as a short water and rail route would be provided to the Hudson's Bay Railway, and from thence to salt water.

An Act to incorporate a "Greater Winnipeg Water District" provides for the securing of an adequate supply of soft water, from a point to be decided upon later, for the City of Winnipeg and adjoining municipalities. The solution of this problem is of vast importance, and the successful carrying out of same means much to Winnipeg and its manufacturing interests.

An amendment to "The Building Societies Act" is intended to prevent the cancellation of shares, and substitutes a fine of 5 per cent. on all amounts paid, for cancellation privileges.

An amendment to the Act respecting the licensing of "Extra-Provincial Corporations" provides that in every case in which the capital of the corporation has been increased, after the issue of a license, the corporation shall make up the difference of fees between those paid on the original capital, and the amount payable on the increased capital. In default of such payment of additional fees the license of the corporation may be suspended or revoked until such time as the additional fee is paid, with an addition of 25 per cent. thereof as a penalty.

"The Master Builders' Liability Insurance Co.," with an authorized capital of $500,000, in incorporated, and provides for effecting insurance against loss by fire, lightning, wind storms, accidents and casualties, cyclone or tornadoes, sickness, burglary, fidelity and guarantee insurance.

"The Mechanics' and Wage Earners' Lien Act" underwent considerable amendment, and "The Building Trades Protection Act" was also amended to read that the employer shall immediately give written notice to an inspector, appointed under the Act, of any personal injury by accident to workmen employed in or about a building or excavation, failing which notice the employer shall incur a penalty not exceeding fifty dollars.

An Act respecting the erection of new Parliament Buildings for the Province provides for the raising of a sum not exceeding three millions of dollars for the building and completion of the buildings in Winnipeg, with the necessary equipment and appointments.

An Act was passed to prevent the employment of female labor in any restaurant, laundry, or other places of business or amusement owned, kept, or managed by any Japanese, Chinaman or other Oriental person.

Amendments to "The Workmen's Compensation Act, 1910," provide that compensation shall be paid after one week. Heretofore workmen had to be disabled and prevented from earning wages for at least two weeks, before claiming compensation. Compensation to dependants, which has heretofore been allowed only to those dependants residing within the Province, has been extended under the amendment to those dependants residing within the British Empire.

In this connection it might be said that a strong movement is on foot to have the Provincial Government appoint a Commission to go thoroughly into the matter of State Insurance. Both employers and employees have had several conferences, and it seems to be the prevailing opinion that state insurance similar to that of Washington, would be advantageous to all concerned.

A Bill, one of the proposed clauses of which met with considerable opposition, was that to amend "The Manitoba Joint Stock Companies Act," whereby the use of the word "Limited" was to be discontinued, and substituting the word "Incorporated." It was pointed out to the Legislature that a change of this kind would work a large amount of inconvenience and confusion, to say nothing of expense, with no tangible benefit to be derived from such change, and the objectionable clause was accordingly struck out.

In this matter delegations from the Canadian Manufacturers' Association and the Canadian Credit Men's Association waited upon the Government.

Argument was heard during the latter part of February, by the Supreme Court of Canada, in the John Deere Plow Company case and the provincial reference case. The Association was represented, and a report of the proceedings will be published in the next issue of INDUSTRIAL CANADA.

Canada's Trade with Newfoundland

By J. R. K. Bristol

A recent report of the Department of Trade and Commerce shows that the total value of articles which may be classed as competitive manufactured merchandise imported into Newfoundland during the year ended June 30th, 1912, amounted to $7,691,612.00. The share of the United Kingdom on this amount was $3,484,615.00, of the United States of America $2,569,539.00, and of Canada $1,387,261.00.

The following extract from a table furnished in such report shows the value of imports of certain manufactured articles into Newfoundland during the year 1911-12:—

	Total.	From United Kingdom.	From Canada.	From United States.
Dutiable Goods:—				
Cabinet wares	$60,105	$13,091	$36,674	$10,130
Cement	29,562	17,311	1,564	3,762
Confectionery	63,396	26,588	23,016	13,617
Cordage	43,152	19,297	7,938	14,307
Cotton fabrics	411,799	267,587	11,960	130,941
Dry goods	506,199	339,635	51,995	113,791
Fancy wares	54,071	33,242	4,710	15,656
Glassware—plate glass, silvered glass, etc.	30,847	13,258	2,954	12,664
Groceries — jellies, fruit, syrups, etc.	176,856	68,785	51,862	49,939
Hats and caps	89,022	64,925	14,423	9,677
Hardware:—				
Adzes, axes, saws, etc.	65,952	14,853	14,151	35,934
Knives, cutlery, skates, safes, etc.	223,828	83,494	47,032	88,390
Anchors, chains, fishhooks, wire rope, etc.	48,481	30,926	3,146	4,359
Iron of all kinds, including galvanized	36,445	29,341	4,601	2,483
Iron and steel bridges, columns, girders, etc.	26,704	1,740	22,210	2,754
Jewellery, electro-plate, etc.	30,032	19,457	4,117	6,256
Leather, sole	149,959	46	18,690	131,219
Leather, upper, japanned, patent	49,448	188	1,533	47,727
Leatherware — boots and shoes, gaiters, leggings, etc.	153,129	25,317	11,664	116,728
Locomotives, automobiles, etc.	49,881	19,420	9,320	18,969
Machinery:—				
Radiators, electric light material	68,078	24,104	7,447	36,141
Typewriters, sewing machines	159,115	37,029	27,508	86,409
Medicines	147,519	71,684	58,052	16,555
Oil cloths	33,756	3,709	9,756	20,289
Paints, colors of all kinds, varnish, etc.	127,453	35,909	41,091	49,441
Paper hangings and borderings	33,223	15,403	11,426	6,393
Pianofortes, organs, etc.	26,480	5,144	1,374	16,324
Ready made clothing, collars and cuffs	297,376	223,726	16,506	56,577
Rubber boots and shoes, clothing, etc.	131,774	19,033	53,493	59,142
Soaps, common or laundry, and soap powders	69,070	56,068	2,522	10,415
Spirits—whiskey	42,054	41,255	775	20
Stationery, printed music, etc., advertising and printed matter, etc.	148,558	35,772	70,082	41,954
Tinware	31,265	17,499	9,237	4,314
Tobacco, manufactured, and cigars	44,342	8,348	1,784	33,750
Tweeds, cloths, doeskins	154,850	151,996	2,301	553
Women's dress goods, winsey linings, etc.	136,372	131,040	4,712	383
Free Goods:—				
Agricultural implements, air motors, etc.	26,753	5,281	12,105	9,331
All construction material and machinery for pulp paper, saw mills, etc.	428,149	68,382	4,170	339,250
Machinery for mining	249,676	44,138	147,635	57,903
Machinery for local industries	25,999	3,865	4,941	16,358
Motor engines	75,093	3,260	9,453	48,812
Railroad material for branch lines	103,446	26,709	14,039	62,698

Particulars on the Newfoundland Tariff on any of the foregoing articles may be obtained from this office.

THE "MADE-IN-CANADA" TRAIN.

Last year the management of the "Made-in-Canada" train had to solicit exhibits personally, and only secured a sufficient number of exhibitors with the greatest difficulty, but this year they are receiving inquiries by every mail. In fact, there is as much space reserved for this year's train as there was last year. However, the management have been able to secure two extra cars this year and have a limited amount of space in these cars still available.

In view of the constant attention American firms are giving to our Canadian West, as outlined in newspaper articles, it is important that as many of our members as possible should bring their goods before the Western people in the direct manner that is made possible by the "Made-in-Canada" train.

Communications regarding the "Made-in-Canada" train should be addressed to the Secretary of the Canadian Home Market Association, 206 Telephone Building, Toronto.

SUCCESSORS TO F. HYDE & CO.

Webster and Sons, Ltd., Montreal, which is an offshoot of the old firm of Hyde and Webster, Montreal, have acquired the business of Messrs. F. Hyde and Co., 31 Wellington St., Montreal, and propose to continue it in all its branches.

CANADA FORGE CO.'S ACTIVITY.

The Canada Forge Co., Limited, Welland, Ont., are rushing to completion a temporary building to replace the one recently burned, and will positively have a part of their Forge Department in operation within a week, which is record time. This quick work will enable them to satisfactorily care for the delivery requirements of their many customers.

INCOMPETENCY AND INEFFICIENCY.

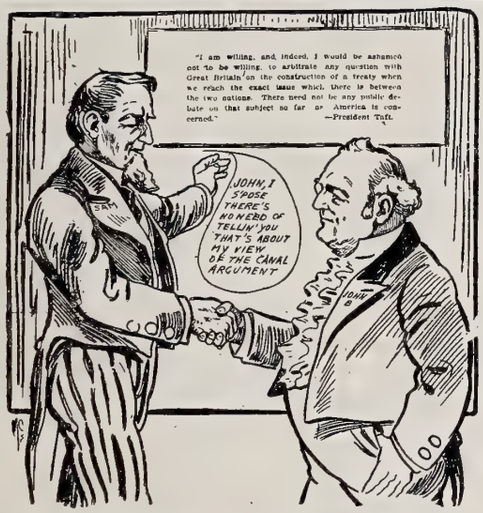
Inefficiency radiates; error begets error. The chain of manufacture and sale is no stronger than the weakest link. Incompetence affects the tool as well as the product and service.



Losing Canada Too—Vancouver Sun



Good Roads Needed—Toronto Star



Settling the Canal Question



An Unwelcome Visitor—Regina Leader

Trade Disputes During 1912

Big Decrease in Time Lost by Employees.

A prominent feature of the current issue of *The Labor Gazette* is a comprehensive statement dealing with trade disputes in existence in Canada during the year 1912. The total number of strikes and lockouts during the year was 150. The prevailing trade prosperity considerably increased the movement for higher wages. It is worthy of note, however, that a great proportion of the disputes of 1912 were of comparatively small importance, no less than 111 of the number that commenced during the year affecting less than 300 employees, while 85 affected less than 200 employees. There were altogether 40,511 employees involved in trade disputes. A considerable decrease was seen in the loss of time to employees. The number of working-days lost in 1912 was approximately 1,099,208, which is only slightly more than one-half the number lost during 1911. In this connection it will be noticed from the tables that two disputes of railway construction laborers in British Columbia and one of garment workers at Montreal accounted for the cessation of work on the part of 13,500 employees and for the loss of 584,500 working-days.

An important feature of the 1912 record was the fact that fifty-two disputes involved workers in the building trades. The majority of these were strikes pending the arrangement of new schedules and were of comparatively short duration. Sixty-six disputes occurred in Ontario, twenty-four in Quebec, sixteen in Saskatchewan, thirteen in Alberta, ten in British Columbia, seven in Manitoba, six in New Brunswick, and five in Nova Scotia. In more than one hundred disputes the wage question was involved, sixty-five occurring from actual demands for higher wages. The trade union question and its different phases entered into fourteen disputes and in twenty cases the disputes related either wholly or partly to hours of labour. Tables containing a list of the strikes and lockouts during 1912, arranged according to industries and trades and showing the locality in which the various disputes occurred, the principal causes, method of settlement and result, dates of commencement and termination, approximate number of establishments and employees affected and approximate loss of time in working days, accompany the statement, which is published in *The Labor Gazette* for February, 1913.

Fire Chief's Hints to Business Men

Here are some useful hints to business men by Fire Chief Davis, of Victoria, B.C.:—

"Stop the practice of tying electric drop wires by string or wire, and disallow paper shades to be placed around the bulbs.

"At the closing hour all windows are to be shut and all electric lights are to be shut off except in hallways or stairways.

"No inflammable material (paper, cardboard, cloth, wood and so forth) to be placed near steam radiators or pipes.

"In smoking in your office, do not throw ashes of cigar or pipe, or the unburnt match, into the waste paper basket.

"All oily waste, floor sweepings and other refuse must be placed in a proper receptacle provided for that purpose, and it is your duty to see that they are emptied each day.

"See that the door over switch and panel boards are at all times kept closed."

Under plans for re-organization, and enlargement of the business of J. C. Wilson & Co., Ltd., paper manufacturers, of Montreal and Lachine,—a new company has been incorporated as J. C. Wilson, Limited, with a capital of $1,000,000.

Night Work of Boys in Factories

Committee Appointed by British Government Presents Its Report.

THE Committee appointed by the British Government in July, 1911, to consider the night employment of boys in factories and workshops has made its report.

Night work for boys of fourteen years and upwards is at present permitted by certain sections of the Act of 1901 in blast furnaces, iron mills, letter-press printing works, paper mills, and glass works; and for boys of sixteen years and upwards in certain newspaper printing works, but only on two nights in the week. It has also been specially authorized for boys of sixteen years and upwards in ten additional processes or premises, including artificial silk fibre works, certain departments of loaf sugar refining factories, galvanized sheet metal and wire factories, continuous wire-drawing works, china clay works, electrical stations, etc.

On the question of the alleged necessity for boys' night work the Committee say:

"Though persuaded that night work of boys is both unnatural and undesirable in principle, we realize that it is essential in necessarily continuous processes in certain industries at the present time, in order to avoid unreasonable loss from waste of fuel or valuable material, and that due regard must be had to what measure of further prohibition is practicable without imposing any serious disabilities on the industries of the country. We desire, however, to express our opinion that no recommendation now made by us should be regarded as approving of boys being allowed to commence night employment under the age of eighteen years in any industry in which it may be found possible, by international agreement, improved methods of manufacture, or in any other way, to dispense with the night employment of boys altogether, or be used as an argument against any future proposal to raise the age for school attendance."

The Committee therefore recommend that, if the night labor of boys is to be permitted, the authorities, before deciding to allow it in any particular process, should be satisfied:—

(1) That the process is necessarily continuous.

(2) That the work to be done by the boys is suitable for them.

(3) That the hours of employment are not too long.

(4) That the intervals for rest and meals are sufficient, and the spell of continuous work reasonable.

(5) That the intervals between the successive periods of employment for each set of workers are sufficient to afford adequate time for the journey to and from home, for sleep, meals, and recreation.

(6) That the nature of the process is such that it is unlikely that any special injury will result from night employment in that process.

TRADE DISPUTES SHOW DECREASES.

THERE was further improvement in industrial conditions in regard to the number of trade disputes during January. At the end of the year 1912 there were seven disputes in existence of such magnitude as to affect industrial conditions, and two of these were settled during January. Five new disputes occurred, a feature of which was the fact that by none of them were more than one hundred employees affected. Disputes in existence in January were twelve in number, as compared with thirteen during December. The number of employees affected also showed a decrease, being 2,298, as compared with 3,850 during December. The number of working-days lost during January was about 48,000, which represents a decrease of more than 18,000 as compared with the December record. There were seven disputes left unterminated at the end of the month.

Prices a Little Easier.

The Department of Labor's index number of wholesale prices was slightly lower in January, standing at 136.2 as compared with 136.8 in December. Grains and fodders, dairy products, fruit and vegetables were lower, while animals and meats and fresh fish were upward. Winter wheat and barley also were upward. Hog products were easier. Iron and products of iron showed some advances.

Compared with January, 1912, for which the index number was 133.2, a rise of three points is shown. The chief increases appear in the groups, animals and meats, fish, hides, leathers, boots and shoes, textiles, furs, metals and fuel, with decreases in grains and fodder, dairy products, fruits and vegetables.

The index numbers are percentages of the average prices during the decade, 1890-1899. They are based on 272 commodities representative of Canadian production and consumption.

In retail prices, the feature of the month was the easier market for dairy products, eggs declining in many cities, and butter being much easier, while milk declined in two cities. Some other lines of food were lower also. A year ago at this time meats, dairy products and potatoes were strongly upward.

Industrial Accidents.

There were 491 industrial accidents recorded by the Department of Labor during January, of which 100 were fatal and 391 resulted in serious injuries. Compared with the record for December, the above is an increase of 3 fatal and 34 non-fatal accidents. The figures for January, 1912, were 103 fatal and 531 non-fatal accidents. The greatest number of fatalities were recorded under the headings of Mining and Railway Service, there being 15 workmen killed in the mining industry and 43 in railway service. Of the non-fatal accidents, the greatest number occurred in steam railway service and the metal trades, the figures being, respectively, 114 and 87. Two fatal and 28 non-fatal accidents occurred to workmen in the building trades.

STRIKES DURING 1912.

The loss in working days from strikes in 1912, according to the Department of Labor's Record, was only about half the similar loss in 1911, though amounting to over one million days. This covers the whole of the Dominion. There was a larger number of strikes, but the great majority were short and involved only a small number of men. Altogether 40,500 employees went out on strike in 1912. The Industrial Disputes Investigation Act applies only to disputes in industries involving public utilities, and practically all the above mentioned disturbances were outside its jurisdiction. Altogether about nineteen threatened strikes were referred under the Act in 1912, settlements being thereby effected in all but three cases.

The Smart-Woods, Ltd., which absorbed the Smart Bag Company and Woods Ltd., has begun business in Montreal.

Tooke Bros, Ltd., are building an extension to their Montreal plant which will add 50 per cent. of its capacity. It is expected that the extension will be completed by July, 1913.

INDUSTRIAL LOCOMOTIVES



Light locomotives for switching around Industrial Plants must be just as carefully designed and constructed as larger locomotives.

We have spent a great deal of time and money in developing our light locomotives. The designs have been carefully considered, and the locomotives are as good as they can be made. Every bit of material is carefully selected and tested.

Remember that we carry interchangeable repair parts in stock for immediate shipment.

MONTREAL LOCOMOTIVE WORKS, LTD.

DOMINION EXPRESS BUILDING, MONTREAL, CANADA.

Three Things You Should Watch

BUSINESS STATIONERY

Of course you can argue that a good business letter does not need to be written on good stationery, but it will be just as hard to prove that as it would to convince a bank that it might as well do business in a ramshackle building on a side street. Good stationery has a big influence on the outside opinion of your business. The best stationery to develop this good will is distributed by Barber-Ellis. For semi-official and private correspondence you should use Crown Vellum, Baronial note with square envelopes.

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Barber-Ellis make all kinds of envelopes for all kinds of purposes. The B-E Window Envelope is the best for mailing invoices, statements, remittances, circular letters, etc. It saves half the time of addressing, makes certain that the letter will go to the right address, and carries the recommendation of dozens of big users of envelopes in Canada.

CATALOG ENVELOPES

Don't pay ten cents or more for a fine booklet or catalog and then mail it in an envelope which will not adequately protect it in its journey through the mails. The Barber-Ellis stock of catalog envelopes includes many styles covering almost every need, but we will make to your order any kind of envelope you can possibly want. Send for samples and prices.

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FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of January, 1913. . . ..

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Grand Trunk Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 7 E 2644	Sup. 7 C.Y. 27	Mar. 1-13	Commodities between G.T. stations and to and from connecting lines. Advance. Reissue. Reduction.
E 1165 Sup. 12	C.R. 28 Sup. 12	Feb. 10-13	Weighing of car-load traffic and allowances from track scale weights. Reduction.
E 2664 cancels E 1907 2573	B 24 cancels B 14 23	Mar. 10-13	Class rates between Buffalo, Black Rock and Suspension Bridge, and stations in Canada. Reissue. Reduction.
Sup. 9 E 2603	Sup. 9 C.W. 69	Mar. 5-13	Commodities between G.T. stations and points in the U.S. Advance. Reduction.
Sup. 6 E 2472	Sup. 6 C.Y. 22	Feb. 10-13	Commodities, Montreal to stations on I.C.R. New rates. Cancellation.
Sup. 12 E 2499	Sup. 12 C.I. 137	Feb. 10-13	Pig iron c.l. Hamilton, Midland and Montreal to stations in Eastern Canada. Reissue.
Sup. 8 E 2644	Sup. 8 C.Y. 27	Mch. 13-13	Commodities between G. T. stations. Advance. Reduction.
Sup. 6 E 2539	Sup. 6 C.P. 92	Feb. 12-13	Wood pulp-board Ottawa to Mille Roches, 13c. per 100 lbs. Reduction.
Sup. 10 E 2644	Sup. 10 C.Y. 27	Feb. 17-13	Starch, syrup and glucose, C.L. Cardinal to Sydney, N.S., 26c. per 100 lbs. Reduction.
Sup. 55 E 2552	Sup. 55 C.D. 65	Feb. 18-13	Sewer pipe C.L. Hamilton to Quebec, 16c. per 100 lbs. Reduction.
Sup. 13 E 1165	Sup. 13 C.R. 28	Feb. 21-13	Weighing of C.L. traffic. Reduction.

Michigan Central R. R.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 6 1918	Sup. 6 9183	Mar. 1-13	Class and commodity rates M.C. stations to points in Eastern U.S. Addition.
Sup. 11 1923	Sup. 11 9065	Mch. 16-13	Class and commodity rates M. C. stations in Canada to points in U.S.
Sup. 18 1751	Sup. 18 8764	Mch. 10-13	Commodities Buffalo, Black Rock and Suspension Bridge to points in Canada.

Buffalo, Rochester & Pittsburgh Ry.

C.R.C.	R.R. No.	Effective.	Description.
588 cancels 394	A 1157 cancels 738	Mch. 17-13	Class rates Rochester, N.Y., to Toronto.

Toronto, Hamilton & Buffalo.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 24 749	Sup. 24 216	Feb. 17-13	Commodities T. H. & B. stations to points on connecting lines.

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 14 E 2492	Sup. 14 E 2092	Feb. 10-13	Commodities between C. P. stations. Reduction.
Sup. 6 E 2392	Sup. 6 E 1992	Mch. 10-13	Commodities C. P. stations to points in the U. S. Advance. Reduction.
Sup. 15 E 2492	Sup. 15 E 2092	Feb. 10-13	Commodities between C. P. stations. Reduction.
E 2535 cancels E 2535	E 2140 cancels E 2673	Feb. 17-13	Bridge material C.L. Montreal, Dominion and Walkerville to points in B.C. Reduction.
Sup. 12 E 2141	Sup. 12 E 1737	Feb. 13-13	Re-shipping, stop - over special arrangements, Item 33, postponed.
Sup. 25 E 1841	Sup. 25 E 1841	Feb. 17-13 (A) Mch. 15-13 (R)	Pig iron C.L. between C. P. stations. Advance. Reduction. Reissue.
Sup. 13 E 2141 E 2588	Sup 13 E 1737 E 2144	Feb. 19-13	Re-shipping, stop - over and special arrangements. Reduction.
		Mch. 25-13	Switching and inter-switching at C. P. stations. Advance.

Pere Marquette R. R.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 3 1563	Sup. 3 3960	Mar. 8-13	Commodities between points in Canada. Reissue. Advance. Reduction.
Sup. 10 E 2492	Sup. 10 E 2092	Feb. 1-13	Commodities between C.P. stations. Reissue. Reduction.
Sup. 32 E 2250	Sup. 32 E 1848	Jan. 28-13	Local switching and inter-switching. Reissue. Reduction.
Sup. 9 E 2359	Sup. 9 E 1959	Jan. 31-13	Paper commodities between stations in Ontario and Quebec. Reissue. Reduction.
Sup. 11 E 2492	Sup. 11 E 2092	Feb. 8-13	Commodities between points in Eastern Canada. Reduction.
E 2529 cancels 29 C.P. tariffs and 5 K. & P. tariffs	E 2133 cancels 29 C.P tariffs and 5 K. & P. tariffs	Mar. 7-13	Commodities from stations on C.P.R. and connecting lines to points in the U.S. Also C.P. stations in U.S. to Canadian points. Reissue. Advance. Reduction.
Sup. 12 E 2492	Sup. 12 E 2092	Feb. 5-13	Commodities between C.P. stations. Reduction.
Sup. 11 E 2141	Sup. 11 E 1737	Feb. 10-13	Re-shipping, stop-over and special arrangements at C.P. stations. Reduction.
Sup. 13 E 2492	Sup. 13 E 2092	Feb. 14(R) Mar. 18(A)	Commodities C.P. stations to points in Maritime Provinces; also between stations in Ontario and Quebec. Advance. Reduction.

Lake Shore & Michigan Southern Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 25 225	———	Mch. 15-13	Iron and steel articles L. S. & M. S. stations to points in Canada.
Sup. 12 233	———	Mch. 17-13	Commodities L. S. & M. S. stations to points in Canada.

CONTENTS

Editorials 1205
Executive Council Proceedings. By G. M. Murray 1210
The Commission and Demurrage 1213
Manufacturers on our Prairies. By Norman Lambert 1214
Buying Farm Implements with "Paper." By Robson Black 1218
Industrial Education in Ontario 1219
What Is Scientific Management? By Frederick Winslow Taylor 1224
Transportation. By J. E. Walsh 1226
Insurance. By E. P. Heaton 1227
Customs. By J. R. K. Bristol 1228
Legal Notes. By F. W. Wegenast 1229
Changes in Freight Rates 1233
Trade Enquiries 1234
Among the Industries 1236

Index to Display Advertisements on next page

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INDEX TO DISPLAY ADVERTISEMENTS

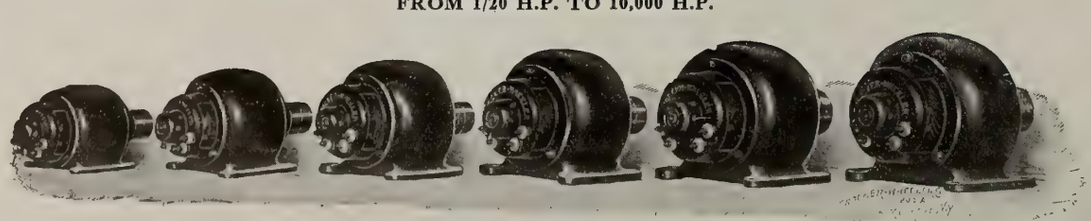
American Can Co. 1190
Asbestos Mfg. Co., Limited 1184
Atkins, E. C. Saw Co. 1188
Ault & Wiborg Co. of Canada, Limited 1180
Banfield, W. H. & Sons 1265
Barber & Ellis 1234a
Beath, W. D. & Son, Limited 1195
Beatty, M. & Sons, Limited 1180
Berlin Machine Works, Limited 1163
Berry Bros., ... 1191
Bertram, John & Sons Co., Limited 1157
Boeckh Bros. Co., Limited 1251
Booth-Coulter Copper & Brass Co., Limited 1197
Bradstreets 1265
Brandon 1158
British American Oil Co., Ltd. .. Inside Front Cover
B.C. Mills Timber & Trading Co. 1186
Calgary 1157
Canada Foundry Co., Limited 1241
Canada Iron Corporation, Limited 1192
Canada Machinery Corporation, Limited 1177
Canada Metal Co., Limited 1259
Canada Wire & Iron Goods Co. 1236
Canadian Appraisal Co., Limited 1182
Canadian Bank of Commerce 1264
Canadian Billings & Spencer, Limited 1265
Canadian Boomer & Boschert Press Co., Ltd. .. 1164
Canadian Bridge Co., Limited 1247
Canadian Car and Foundry Co., Limited 1181
Canadian Consolidated Rubber Co., Limited ... Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 1152
Canadian Drawn Steel Co., Limited 1164
Canadian Fairbanks-Morse Co., Limited 1178
Canadian Hart Wheels, Limited 1236
Canadian H. W. Johns-Manville Co., Ltd. 1185
Canadian Malleable Iron Co., Limited 1247
Canadian Manufacturers Association ... 1201, 1202
Canadian National Exhibition 1249
Canadian Oil Companies, Ltd. .. Inside Front Cover
Canadian Pacific Railway 1257
Canadian Steel Foundries, Limited 1181
Canadian Street Car Advertising Co., Limited. 1153
Canadian Sunbeam Lamp Co., Limited 1194
Canadian Tube & Iron Co., Limited 1179
Canadian Westinghouse Co., Limited 1203
Chapman Double Ball Bearing Co. of Canada, Limited 1200
Conduits Co., Limited 1239
Consolidated Mining & Smelting Co. of Canada, Limited 1243
Dart Union Co., Limited 1175
Davidson, The Thos. Manufacturing Co., Ltd. .. 1263
Dennis Wire & Iron Works Co., Limited 1196
Dodge Mfg. Co., Limited 1166
Dominion Abrasive Wheel Co., Limited 1265
Dominion Belting Co. 1232
Dominion Creosoting Co., Limited 1251
Dominion Express Co. 1236
Dominion Paper Box Co., Limited 1188
Dominion Steel Castings Co., Limited 1247
Dominion Textile Co., Limited 1198
Dougall Varnish Co., Limited .. Inside Back Cover
Eddy, E. B. Co., Limited 1245
Elder, Dempster & Co. 1255
Eureka Mineral Wool & Asbestos Co. 1174
Ford Motor Company of Canada, Limited 1171
Franco-Canadian Welding Co. 1243
Galt Malleable Iron Co., Limited 1261
General Fire Equipment Co., Limited 1259
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The ..... 1049 and 1168
Goderich Organ Co., Limited, The 1242
Goldie & McCulloch Co., Limited, The 1162
Goodyear Tire & Rubber Co. of Canada, Ltd. .. 1266
Gourlay, Winter & Leeming 1184
Gramm Motor Truck Co. of Canada, Ltd., The. 1170
Graselli Chemical Co., Limited 1234c
Greening, The B. Wire Co., Limited 1199
Greey, Wm. & J. G. 1204
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover
Hamilton Bridge Works Co., Limited 1151
Hinde & Dauch Paper Co. 1187
Hough Lithographing Co., Limited 1234c
Imperial Oil Co., Limited 1263
Imperial Wire and Cable Co., Limited 1158
Inglis, John Co., Limited 1165
International Engineering Co. 1183
International Varnish Co., Limited 1173
Jeffrey Manufacturing Co. 1193
Jenckes Machine Co., Limited 1204
Jones, J. L. Engraving Co., Limited 1259
Jones & Moore Electric Co., Limited 1192
Jonquiere Pulp Co. 1191
Kerr Engine Co., Limited, The 1180
L'Air Liquid Society 1239
Leonard, E., & Sons 1176
London & Lancashire Fire Insurance Co., Ltd. 1265
Lumen Bearing Co. 1192
Lysaght, John, Limited ..... Inside Back Cover
MacDonald Mfg., Co 1249
Manitoba Gypsum Co., Limited 1242
Martin Corrugated Paper and Box Co., Ltd. ... 1188
Massey-Harris Co., Limited 1197
McDougall, R. Co. 1179
McLaren, D. K., Limited 1171
McLaren, J. C., Belting Co., Limited 1171
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 1158
Merchants Mutual Steamship Co. 1255
Metallic Roofing Co., Limited 1239
Metal Shingle and Siding Co., Limited 1240
Mitchell, Robt. Co., Limited 1197
Montreal Lithographing Co., Limited 1239
Montreal Locomotive Works 1234d
Morrow, John, Screw and Nut Co., Limited ... 1194
Morton, Phillips & Co. 1265
National Acme Manufacturing Co., The 1159
National Bridge 1264
National Machinery and Supply Co., Limited. 1196
New Brunswick Pulp and Paper Co., Limited. 1190
New Westminister 1232
New Zealand Shipping Co., Limited 1236
Nichols Chemical Co., Limited, The 1263
Nicholson File Co. 1263
Northern Aluminum Co., Limited 1240
Northern Electric and Mfg. Co., Ltd. ..... 1234b & d
Nova Scotia Steel and Coal Co., Limited 1195
Ontario Government Notices 1190
Ontario Wind Engine and Pump Co., Limited. 1264
Ormsby, A. B., Limited 1199
Otterville Mfg. Co., Limited 1242
Page-Hersey Iron, Tube and Lead Co., Ltd. 1232
Packard Electric Co., Limited 1196
Pedlar People 1160
Peerless Carbon and Ribbon Manufacturing Co., Limited 1175
Penman's Limited 1193
Phillips, Eugene F., Electrical Works, Limited. 1261
Pickford & Black Steamship Co., Limited 1255
Pinchin, Johnson & Co. (Canada) Limited 1174
Polson Iron Works, Limited 1261
Pratt & Letchworth Co., Ltd. .... Inside Front Cover
Pringle, T. & Sons 1154
Purdy, Mansell Limited 1173
Regina 1156
Regina Storage and Forwarding Co., Limited. 1175
Rhodes, Curry Company, Limited 1181
Richards Wilcox Co. 1238
Riordan Paper Co., Limited 1189
Ritchie & Ramsay, Limited 1189
Rockwood Sprinkler Co. of Canada, Ltd. 1172
Rolland Paper Co., Limited, The 1189
Royal Bank of Canada 1264
Russell Motor Car Co., Limited 1169
Scarfe & Co. 1174
Sheldons, Limited 1200
Smart-Woods Limited 1235
Smith, Howard Paper Mills, Limited 1185
Standard Paint 1237
Steel Co. of Canada 1161
Steel Trough & Machine Co. 1242
Structural Steel Company, Limited 1247
Tallman Brass and Metal Co. 1182
Thomson, Tilley & Johnston 1261
Thompson & Norris Co. of Canada, Limited. Outside Back Cover
Trussed Concrete Steel Co. of Canada, Limited. 1167
Union Drawn Steel Co. Limited 1164
United Typewriter Co., Limited 1238
Vogel Co. of Canada, Limited 1173
Walker, Hiram & Sons 1253
Waterous Engine Works Co., Limited 1176
Winnipeg 1156

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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

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Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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Demurrage Charges.

IT is now certain that the railways of Canada misrepresented the facts on the subject of demurrage charges and car service rules before the Dominion Railway Commission last November.

Shippers and receivers of freight complained that, through the congestion of freight in terminals, there was an intolerable delay to freight in transit. The railways cleverly admitted that both congestion and delay existed, thereby securing the approbation of the Commission for transparent and child-like honesty, beautiful to witness. The truth was that they could not disprove a fact that was apparent in every shipping centre in Canada. Having achieved a reputation for candor, the railways immediately shifted the blame for both congestion and delay to the shoulders of the suffering shippers and receivers, claiming that the latter's failure to load and unload cars within the free time allowed under the Canadian Car Service Rules was the original and only cause of these transportation evils.

This sugared thought lodged so firmly in the Board's mind that an order, effective from Dec. 15th to Mar. 31st, was issued, authorizing an advance in demurrage charges from $1 to $2 per day for the first 24 hours, and from $1 to $3 per day for each succeeding 24 hours beyond the regular free time allowance.

In other words the railways, who were on trial, got their prosecutors condemned and fined practically without a hearing. An experiment was ordered, and the injured parties paid for the experiment. If Smith lodges a complaint with a health officer that Jones has smallpox, Jones is a smart man if he convinces the officer that it is Smith who has the smallpox, and that an operation for which Smith must pay, shall be performed on Smith, to prove that Jones is free from disease. It reminds one of the temperance lecturer who went to town to put his hard-drinking son on the Indian list, only to discover that the son, by the assistance of a bicycle, had reached town first and had placed his father on the Indian list.

The experiment has failed to place the blame upon shippers and receivers. Although they have been forced to pay the extra charges, terminals are blocked and freight is being delayed in all parts of Canada. Clearly, relief cannot be obtained by punishing shippers and receivers for the sins of the carriers.

In making the order, the Commissioners, like a woman throwing a stone, may have aimed at the culprit, but they hit the policeman, which is the best reason for their making a sure shot next time.

Where is the Money?

WHERE has the money gone?

Since the beginning of the general financial stringency, thousands of articles have been written and millions of verbal utterances have been made in explanation of it, but no one has yet been able to tell exactly where the missing money is.

If money were scarce in Canada and plentiful in the

United States, we might assume that the citizens of that country had got ours away from us; or, if money were scarce in America and plentiful in Europe, it would be reasonable to suppose that a great deal of it had crossed the Atlantic. But money is "tight" in all the civilized countries of the world.

Where is it? Currency is represented by coins and notes. We have not heard of coins being melted or notes destroyed, and yet large quantities of coins and notes have disappeared from circulation.

Somebody must be hiding it. Are the frugal poor of the civilized world putting it away in stockings, or burying it in their back yards? Or, are the great financial interests withdrawing it from circulation and secreting it in their vaults?

This brings us to the unsolved problem—whether financial stringencies are natural phenomena or the results of deliberate manipulation. Does a wave of terror sweep over the world at intervals, telling him that he is growing poor, and that he must hide what he has left? Or, do the great financiers deliberately make money "tight" in order to depress values so that they may get bargains?

One thing only, apparently, we are to know—that money has vanished. If there are any who know where it is hiding they have determined not to tell.

Prices With Catalogues.

THAT manufacturers forward catalogues to his office without accompanying price lists, c. i. f., Buenos Aires, or f. o. b., New York, is the reasonable complaint made by Mr. H. R. Poussette, Canadian Trade Commissioner at Buenos Aires, to INDUSTRIAL CANADA. Similar complaints are registered from time to time by other trade commissioners abroad. Manufacturers should see that catalogues are accompanied by necessary price lists if they expect the co-operation of trade commissioners, who must have information in their possession before they can give it to prospective buyers of Canadian goods.

Beating the Air.

"THERE are, among the farmers of this country and some of the men who pose as their champions, quite a number of people who are mere air beaters. In general, vague, round terms, that mean absolutely nothing at all, they are great reformers. They talk darkly about giant evils and the pressing need for their destruction. They suggest that the hand of almost everybody else is against the farmer. For the demolition of vague, elusive, indefinable, monstrous evils, they are very Trojans; but in suggestions of definite, constructive reform their remarks are bald and barren."

The above is part of an editorial recently published in the *Nor'-West Farmer*, of Winnipeg. This journal was established many years ago; has prospered and enjoys a reputation for fairness and accuracy among the better class of Western farmers.

It is reassuring to hear a farmers' journal rebuke those who attempt to prejudice the agricultural classes against those other classes who are as necessary to the constitution of a well-balanced state as the various members and organs are to the human body.

It is a lamentable thing that there are in Canada, and particularly in Western Canada, certain newspapers, journals and individuals who were described for all time by Daniel Webster, in the following words to the United States Senate:

"There are persons who constantly clamor. They complain of oppression, speculation and pernicious influence of accumulated wealth. They cry out loudly against all banks and corporations and all means by which small capitalists become united in order to produce important and beneficial results. They carry on mad hostility against all established institutions. They would choke the fountain of industry and dry all streams. In a country of unbounded liberty, they clamor against oppression. In a country of perfect equality they would move Heaven and earth against privilege and monopoly. In a country where property is more evenly divided than anywhere else they rend the air shouting against agrarian doctrines. In a country where wages of labor are high beyond parallel they would teach the laborer that he is but an oppressed slave."

Apparently, there will be always such people, who will shout valiantly while other men are at work, but there will be also that great majority of workers who talk little and who listen little to talk.

Waiting for Parcel Post.

WHILE Canada is waiting impatiently for parcel post, the system is popular in the United States. During February, 50,000,000 packages were carried, an increase of about 10,000,000 over January. This is about one package for every two persons, and, assuming that the need is as great in Canada, we would have sent 3,600,000 packages during February if we had possessed a system of our own. In the meantime, our Post Office Department bears the expense of handling the parcels from other civilized countries.

Protecting Jute.

UNITED STATES manufacturers of jute yarns, bagging and twine fear that the new Democratic administration will reduce the protection which they have enjoyed. Jute is a long vegetable fibre, the cheapest commercial fibre in the world, grown exclusively in India. It is used to manufacture bags, sacks, twine, carpets, etc., the chief centres of the industry being Calcutta, Dundee, Dunkirk, Hamburg, Vienna, Turin, Brooklyn and Ludlow.

In their petition to the United States Congress, the manufacturers of Ludlow direct attention chiefly to the

competition of India. They point out that, while Ludlow employees work 54 hours per week, those in India work 81 hours per week. The average wage paid in Ludlow for men, women and children is $9.03 per week! that in India, 75c. per week. To manufacture one yard of two-pound bagging, 45 inches wide, in Ludlow costs 2.3 cents; in India, 1.2 cents.

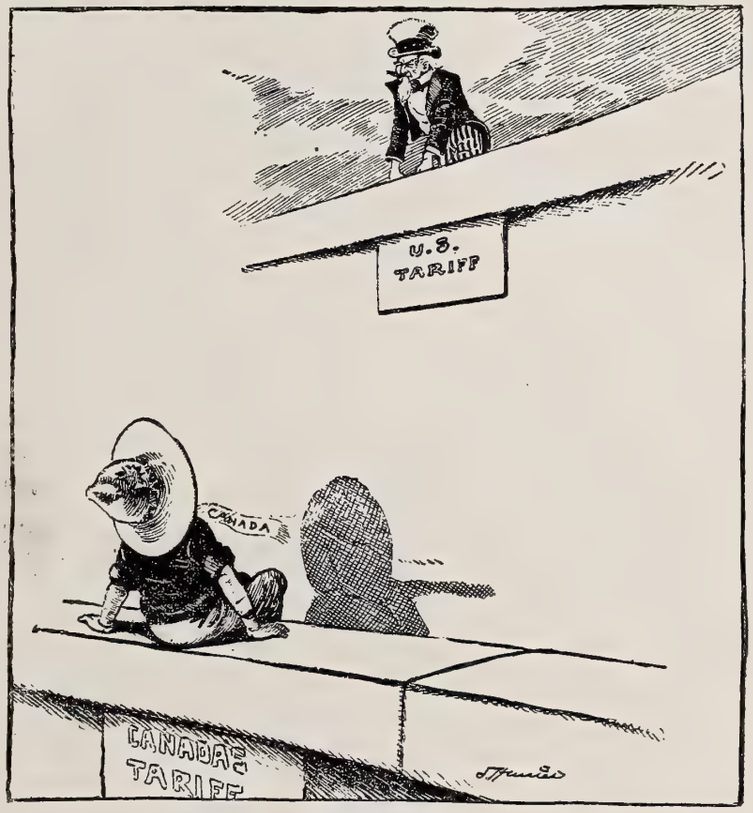
A United States Consular report gives the following picturesque description of the jute mill workers of India:

"The people of a mill, or several mills if the mills are nearly located together, occupy a village, which is made up of huts built of mud bricks and palm leaves woven into sheets and tacked on to bamboo poles. All are thatched with a long tough grass used throughout India for covering huts and bungalows, and which makes a tight, cool and durable roof. The floor is made of clay tamped down hard, which makes a very good floor. On this floor is spread in places matting, made of bamboo grass. On this matting many of the natives throw down a cotton blanket, or possibly a thin mattress, for beds. Some have a rude bed made of four posts 16 inches high, with cross-head and side pieces pinned together, and then criss-crossed with bed cords. There may be a few rude benches, but little or no other furniture is to be seen in the huts. The natives eat on a floor, squatted around a pot or pan containing the food. The men and boys eat first, and the women and girls afterwards, taking what is left. The mode of life is thoroughly primitive. No knives, spoons or forks are used in eating, the fingers answering all purposes."

The weaving of jute fabric has not yet been established as an industry in Canada, but jute yarn and fabrics are further manufactured here to such an extent that Canadian concerns supply the greater part of the home market. In the United States, the spinners and weavers of jute are protected by a tariff of 45 per cent. In Canada there is practically no duty on jute yarn and plain jute cloth.

Why should not adequate protection be given to spinners and weavers of jute by Canada, so that large industries, similar to those enjoying protection of 45 per cent. or more in the United States, might be established in this country?

HARD OF HEARING



UNCLE SAM: I'll lower my tariff if you lower yours.

JACK CANUCK: Come down to my level and I'll talk to you.

—*Toronto World.*

The average ad valorem rate of duty imposed on all dutiable goods during the fiscal year 1911 by the United States against other countries was 41.22 per cent.; while that imposed by Canada against other countries was only 25.57 per cent. That is, the average United States rate against the world was 15.85 per cent. higher than the Canadian.

Moreover, the average ad valorem rate of duty imposed on Canadian dutiable goods by the United States is 45 per cent., while that imposed by Canada against United States dutiable goods is only 25 per cent.

Let the United States come down to our tariff level.

Sir William's Bill.

THE Workmen's Compensation Bill, which Sir William Meredith has prepared for the Ontario Legislature, is a distinct menace to the manufacturers of the Province.

Before its publication, the labor men, for whose welfare it was originally designed, had practically agreed with the manufacturers on all points except the amount of compensation, and even this question promised reasonable settlement.

The bill, as proposed, practically disregards the recent experience of Germany, Great Britain and the United States, a surprising omission, considering the ability of the man who drafted it.

It selects those concessions which the employers are willing to give the workers, omits the important concessions which the workers granted the employers in return, and attempts to inject the spirit of the former into certain unworkable sections of the English Act.

Instead of making an experiment with groups of the larger and more hazardous industries, the bill includes all employers, even farmers and householders who keep servants. Consequently, the system created by the Act will not grow naturally and gradually like a manufacturer's business, but begins as a huge and unwieldy machine.

The Act is on a pension basis, and any employer may become a pension payer during the pensioner's life if he cannot produce the necessary amount to secure commutation, which will average between five and six thousand dollars.

There is a proposal to group certain industries as an experiment, but these industries are not specified. Grouping all the industries would do away with individual liability, but this is retained in its most objectionable form, as the employer will be deprived of the fighting chance he formerly had in the courts.

Grave difficulties confront the operation of the Act. In Washington, which is industrially half the size of Ontario, the Commissioners deal with twelve cases per day. As the amount of compensation is fixed, there is little delay beyond established routine work. Moreover, only the extra-hazardous industries are grouped. It is difficult to see how an Ontario Commission, dealing with all employers, would receive fewer than fifty cases daily; and a large percentage of these cases, in view of the retention of individual liability, would be trials instead of adjustments.

The bill also provides that these fifty-cases-a-day Commissioners must see that those employers who are not grouped are insured. If they fail to insure, the Commissioners, in the intervals between their fifty daily cases, must take out the necessary policies, pay the inevitable premiums and collect from the absent-minded employers through the courts.

As some of the most vital clauses are left to the Legislature for discussion, there is little doubt that the railways and liability companies, the labor unions and farmers will strive diligently to load the real burdens of the scheme on the back of the manufacturers.

The British Preference.

THOSE who believe in supporting Canadian industry should consider some of the results of the British preferential tariff before advocating its increase.

Take the woollen industry. In 1901, British manufacturers were given a preferential tariff rate equivalent to 23 1-3 per cent. During that year the value of woollens imported into Canada from the United Kingdom amounted to $5,889,801. Under the stimulus of this low preferential rate importations rapidly increased; and although, in 1906, the preferential rate was changed to 30 per cent. ad valorem, the importation of British goods increased so rapidly that, in 1911, it amounted to $12,682,257.

What happened to the woollen industry in Canada during this decade? In 1901, the capital invested was $10,587,808; in 1911, it was only $8,539,305.

This simply means that the British preferential tariff in woollens benefited British manufacturers at the expense of Canadian manufacturers.

Five factors contribute to the difference in the cost of production in the United Kingdom and in Canada. First, the cost of building and equipping a plant is much greater in Canada than in Britain. Secondly, interest charges on capital are greater in a new and partially developed country. Thirdly, Canadian manufacturers have not yet reached that stage of industrial development where they can specialize extensively, and are consequently compelled to fill some contracts at a loss. Fourthly, the greater part of the raw material is in the United Kingdom. In 1911, of the 7,195,436 pounds of raw wool imported into Canada, 3,962,722 pounds came from Britain. The fifth and most important factor is labor. We do not want to keep skilled workmen out of Canada, or drive out those already here by decreasing their wages to the level of British wages.

If capital invested in the woollen industry decreased by $2,048,503 during the last census decade, what decrease may we expect during the next decade if the British preference on woollens is not reduced, and what would happen to our woollen industry if the preference were increased?

In dealing with the British preferential tariff, not only in the woollen industry but in all Canadian industries, it is only reasonable that we should safeguard the workmen and the business of our own citizens first.

Remedying Housing Evils.

TORONTO and Hamilton are endeavoring to remedy housing conditions which were almost forced on them by their recent remarkable industrial development. Sir James Whitney, Premier of Ontario, has been asked to guarantee the bonds of a company capitalized at $500,000, which will build houses suitable for workmen. the profits of the company are limited to 6 per cent. Representatives from smaller manufacturing centres such as Berlin, Galt, Oshawa and Bowmanville, added their arguments to those advanced by the representatives of Toronto and Hamilton. All the factory cities and towns are feeling the burden of rapidly increasing wages, which must go up as land values and rents are hoisted by avaricious speculators.

Regina's Housing Scheme.

IT is a wise young city that provides now for the future housing needs of its workers. Regina, ambitious to become a manufacturing centre, is seeking to avoid those mistakes which have been added unnecessarily to the difficulties of factory owners in Montreal, Toronto and Hamilton.

Several schemes are now being discussed. Perhaps the most popular is that the city should purchase a subdivision and serve it with water, sewers, electric light, etc., sell lots to workingmen at low rates and assist them, financially, to erect their houses.

The city will be well repaid for its humane and practical plan, because manufacturers will be induced to locate their factories where they know that their employees will be happy, comfortable and reasonably free from the alternative evils, rent or interest.

Importers and Cartage.

THE Dominion Government's Order-in-Council requiring that railway companies shall deliver at the customs examining warehouse of the customs port or outport all bonded goods which are to be examined, has aroused the alarm of importers, who fear the imposition of double cartage charges.

In the past the importer has not been asked to bear any considerable share of the charges for carting goods to the examining warehouse.

When the new rule was put into effect at Winnipeg, importers had to pay 10 cents per package for cartage to the examining warehouse and 12 cents per package more for cartage from the examining warehouse to their premises, a total of 22 cents per package.

Since the Customs take the goods to their examining warehouse in order to collect revenue in the form of duty, there seems to be no reason for the transfer of cartage charges to the importer. The action of the Customs might be explained if their revenue were small or decreasing, but it is great and increasing.

The consignees should be relieved of all cartage costs on goods to the examining warehouse.

Paying Our Neighbor's Losses.

THAT the German system of penalizing those who are responsible for fire losses be introduced into Wisconsin is suggested by Chief Clancy, of the Milwaukee Fire Department. If a man knows that the greater part of his insurance money may be taken to pay his neighbor's loss he will be less apt to let his building burn through carelessness or design.

"Made-in-America."

MANUFACTURERS in the various countries of North and South America would welcome a definition of terms in the following article from the Philadelphia *Telegraph*:

"The suggestion that 'Made in America' be made a slogan for manufacturers and for consumers is an excellent one. 'Made in Germany' used to stare at us from half the toys and countless other articles, and its effect upon the imagination was to convince many that superior quality attached to merchandise coming from that country.

"The great volume of American export trade and the pronounced popularity of American-made goods abroad are ample justification for the suggested slogan. . . .

"The domestic manufacturer owes it to himself and to his colleagues to label his goods 'Made in America,' and 'Made in America' should be the hallmark sought by domestic consumers when making purchases."

Is the *Telegraph* pleading for co-operation among the manufacturers of Canada, Mexico, Newfoundland, the United States and Central and South America, or is it restricting the word "America," which covers two continents, to a certain section of one of these continents, known as "The United States"?

Why should a manufacturer located in the United States label his goods "Made in America"? A German manufacturer does not label his goods "Made in Europe," but "Made in Germany." The Canadian manufacturer, the Mexican manufacturer, the Brazilian manufacturer, or the Argentine manufacturer has as much right as the United States manufacturer to label his goods "Made in America."

If the manufacturers of the United States are ashamed of the name of their country they should petition their Government to change it, instead of masquerading under a title which is the common property of a score of nations.

President Wilson and the Unions.

WOODROW Wilson, President of the United States, had decided views on trade union methods on June 13th, 1909, when he made the following remarks at Princeton:

"You know what the usual standard of the employee is in our day. It is to give as little as he may for his wages. Labor is standardized by the trades union, and this is the standard to which it is made to conform. No one is suffered to do more than the average workman can do. In some trades and handicrafts no one is suffered to do more than the least skilful of his fellows can do within the hours allotted to a day's labor, and no one can work out of hours at all or volunteer anything beyond the minimum.

"I need not point out how economically disastrous such a regulation of labor is. It is so unprofitable to the employer that in some trades it will presently not be worth his while to attempt anything at all. He had better stop altogether than operate at an inevitable and invariable loss. The labor of America is rapidly becoming unprofitable under its present regulation by those who have determined to reduce it to a minimum. Our economic supremacy may be lost because the country grows more and more full of unprofitable servants."

After President Wilson entered politics he may have tempered the candor of utterances delivered from the academic seats of the mighty, but it is inconceivable that his personal opinion of labor unions would undergo any radical transformation. In 1909, he probably shocked those whose unthinking sympathies were preferably given to the cause of labor against capital, irrespective of the questions at issue, but the recent excesses of the unions have alienated the support of the great middle class and have converted its members to the views he expressed four years ago.

The same revolution of thought has been in progress in Canada, where the doctrines and practices of unionism as they affect directly or indirectly the average citizen are being regarded with increasing hostility.

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary of the Association

The Signing of a Lease for a Branch Office in Winnipeg Shows that the Association is Growing Stronger in the West—Bulk Sales Act Introduced — Objections to Sir William Meredith's Compensation Bill

THE Council meeting of the Manufacturers Association last month was devoid of head liners. It was just one of those average size gatherings that get through a lot of useful work without setting off any fireworks.

President Gourlay occupied the chair, assisted by Vice-President Gordon.

A resolution from one of the Sections favoring the exclusion of foreign labor agitators and the compulsory incorporation of all trades unions was sent on to the Parliamentary Committee for a report.

Mr. T. P. Howard, Montreal, was elected a member of the Council, *vice* Clarence F. Smith, resigned.

Westward Ho!

The signing of a lease for the Association's new office in Winnipeg marks the formal beginning of another epoch in the growth of our organization. Time was when few of us dreamed we would ever have anything more than a scattered representation throughout the West. As a matter of fact, the Association now numbers 238 members between the head of the lakes and the Rocky Mountains. The West is ceasing to be known as an agricultural country pure and simple; it is acquiring factories in abundance, and in establishing a branch office in Winnipeg the Canadian Manufacturers Association is but recognizing the importance of the part to be played by the West in the industrial future of the Dominion.

More Fire Prevention.

It will be welcome news to the manufacturers down by the sea to learn that Mr. Franklin H. Wentworth, Secretary of the National Fire Protection Association, who enthused Ontario and Quebec audiences last fall by his eloquent talks on the subject of fire prevention, is to visit Halifax at an early date for the purpose of delivering a similar message there. The Canadian Manufacturers Association is bringing Mr. Wentworth over from Boston as part of its organized campaign to reduce the fire waste.

Canadian Trade Index.

This handy publication, issued by the Association every third year, is gaining recognition in unexpected quarters. Its value as a work of reference on the producing industries of the country has of course never been questioned, but even so, it is gratifying to have the Department of Trade and Commerce come along with an order for 1,500 copies. It is understood that this order is almost exclusively for foreign distribution.

Industrial Canada Prizes.

Upon the recommendation of Professor Stephen Leacock, the following award of INDUSTRIAL CANADA cash prizes has been made at McGill University, Montreal:—

1st Prize, $60—Mr. K. Joseph. Subject: "Canadian Grain Export Routes."

2nd Prize, $30—Mr. J. H. Breler. Subject: "Co-Operative Stores in Canada."

Bulk Sales Acts.

A bill along the lines of the Manitoba Act has been introduced into the British Columbia Legislature as a Government measure, and will in all probability be adopted.

A regular campaign is in full swing to secure the adoption of a similar bill in Ontario. The Canadian Manufacturers Association, the Canadian Credit Men's Association and several of the most active Boards of Trade are all asking for legislation of the kind, and there are good reasons for hoping that the bill which Dr. Jessop has introduced will become law. Unfortunately, owing to ill-health, the doctor has found himself obliged at the last minute to arrange for some other member of the Legislature to take charge of the measure, but it is not anticipated that this will prejudice its chances of getting through.

Companies Reference and Test Case on B. C. Companies' Act.

The argument of these cases in the Supreme Court occupied the whole week of February 24th, and the cases are now standing for judgment. The Association was represented on the argument of the reference by Mr. F. F. Chrysler, K.C., and Mr. Wegenast. It is, of course, impossible to forecast the result, but the Parliamentary Committee, under whose supervision this class of work falls, look for a judgment in May. Meanwhile they offer the consoling information that the Association must be prepared to spend more money if the test is to be carried through to the Privy Council.

The Railway and Transportation Committee were busy last month mainly with matters that are still pending, and upon which no report is as yet possible. In response to the circulars sent out on (*a*) The Canadian Car Service Rules, (*b*) The Average Demurrage Agreement; (*c*) Delays to Freight in Transit and in Terminals; and (*d*) Minimum Carload Weights. Information keeps pouring in, but the final action to be taken cannot be forecasted until this data has all been tabulated and thoroughly digested.

Rates of Lumber from South.

Official advice has been received from the Interstate Commerce Commission that the railways have abandoned their tariffs advancing these rates.

New Local Switching Tariffs—Points East of Port Arthur.

An analysis of these tariffs showed that, especially in the large centres, the switching districts or groups were being changed, and in some cases the rates advanced. Protests were

filed with the Board of Railway Commissioners, and it was expected that the tariffs would be suspended before the effective date—March 25th.

Live Stock Contract.

Representatives of the shippers and carriers held a meeting on February 24th, but very little progress was made. As there is not much chance of the parties coming together, the Board of Railway Commissioners will be asked to deal with the matter at an early date.

Customs Cartage.

The Tariff Committee had under consideration representations from the Winnipeg Branch of the Association showing that the new Customs cartage rule in force there works out so that instead of the Customs paying for the cartage to the examining warehouse on goods ordered there for examination and appraisal, the consignee must pay 10c. per package for cartage from the freight sheds to examining warehouse and 12c. per package for cartage thence to his premises. The Winnipeg Branch protested against being obliged to pay this double cartage charge.

The point was raised as to whether this was not a matter for importers, in which manufacturers should not interest themselves, but the Committee were of opinion that the matter should be taken up by the manufacturers for reasons as follows:—

(*a*) That practically all manufacturers are affected by reason of being users of imported materials.
(*b*) That the Customs require the goods to be removed to the examining warehouse for examination and appraisal in the collection of duty.
(*c*) That the double charge does not apply on freight arriving at the port of entry by water instead of by rail.
(*d*) That the double charge does not apply on rail freight entered at small customs stations where there are no examining warehouses.
(*e*) That the double charge is applied in face of largely increased Customs revenue.

The Tariff Committee are of opinion that a single cartage charge on such goods is all that consignees should be required to bear. This could be brought about by the Department of Customs following the United States practice at the largest ports which makes the consignee responsible only for cartage from the examining warehouse to his premises. It was decided to ask the Department to consider further the matter with the view, if at all possible, to relieving the consignee of the double charge in question.

The following Customs Decisions were reported to the Council:—

Carbon Discs.—These articles without metallic base for use in telephone apparatus ruled to be dutiable under Item 711 of the Tariff; General Tariff rate 17½% ad valorem.

Paper.—Per sample, when to be used in making blue print paper under conditions conforming to Tariff Item 188—free.

Embroidered Ornaments.—For ladies' dresses per sample, ruled to be dutiable under Item 575 of the Tariff; General Tariff rate 35% ad valorem.

Jute Yarn.—For weaving or braiding on wire for insulation purposes, ruled under Tariff Item 542—free.

Lithographed Blotting Paper, without lettering thereon, ruled to be dutiable under Item 197 of the Tariff; General Tariff rate 25% ad valorem.

Hard Soap (not being whale oil soap or castile soap)—When the fair market value thereof at the place of manufacture abroad is over 6c. per lb. wholesale, ruled to be dutiable under Item 228 of the Tariff; General Tariff rate 32½%.

Mica Schist.—Adapted for lining furnaces, etc., in the rough, unwrought, not being fit for building stone, flag stone or paving, may be imported under Tariff Item 396 as refuse stone—free.

Litho Varnish, so-called, and printing ink oil, produced from linseed oil, ruled to be dutiable under Item 711 of the Tariff; General Tariff rate 17½% ad valorem.

Cotton Fabrics.—In creams, doves and other shades, ruled to be dutiable under Item 523 of the Tariff as colored cotton fabrics. General Tariff rate, 32½%; British Preferential rate, 25%.

Crushed Marble or Stone, as used for terrazo flooring, ruled to be dutiable under Item 711 of the Tariff; General Tariff rate 17½%.

Alundum Powder.—For use on buffing wheels, ruled under Item 756 of the Tariff—free.

Glass Plates or Discs.—Under Tariff Item 759 are required to be not further wrought than "rough cut," which means "rough ground."

Regulations as to Entry and Refund of Duty on Samples Under the Franco-Canadian Convention of 1907.

"The Regulations contained in Memo 1566-B of the 1st January, 1910, in the above matter are repealed and the following substituted therefor, viz.:—

5. Dutiable goods serving as patterns or samples from any British country or from any country entitled in Canada to the advantages of the Franco-Canadian Convention of 1907, shall be subject to refund of duty on exportation from Canada; Provided:—

(*a*) That upon importation, the goods be entered for duty by the traveller or agent from abroad, with a declaration on the fact of the entry that the goods are *bona fide* samples or patterns for use only in canvassing for orders;
(*b*) That the goods be marked by a Customs Officer at time of entry, and be identified by a Customs Officer on exportation; and
(*c*) That proof be furnished to the satisfaction of the Collector of Customs as to the exportation of the whole of the goods entered as samples within twelve months from the time of entry."

Workmen's Compensation.

The above Committee failed to report to Council in person. They had trouble of their own at that particular time trying to convince Sir William Meredith of the desirability of amending certain provisions in his draft bill. And it isn't always an easy matter to convince Sir William, either. Had he been present he would at least have been able to satisfy himself on one point, viz., that the opposition of the manufacturers to the individual liability features of his bill was not merely formal objection, based on theoretical grounds, but the determined opposition of practical men who see themselves exposed to serious danger.

A memorandum embodying the Association's criticisms of Sir William's bill has been printed and will be given wide distribution. At the same time the Association will distribute copies of another draft bill to which it is prepared to agree. Those who hint that the manufacturers are actuated solely by selfish motives and a desire to evade their moral obligations

towards men in their employ who are injured, are asked in fairness to familiarize themselves with the two propositions, and to enquire particularly into the measure of protection afforded the working men under each.

New Members.

Twenty-four applications for membership were passed, as follows:—

Hamilton, Ont.
Hamilton Mirror Plate Co.
London, Ont.
Richards-Wilcox Canadian Co., Ltd.
Louisville, Que.
The Empire Shirt Mfg. Co.
Middleton, N.S.
A. W. Allen & Son.
Montreal.
Geo. Anderson Co. of Canada, Ltd.
J. E. Fournier.
M. Harris & Son.
The National Skirt Mfg. Co.
Sayabec, Que.
John Fenderson & Co., Inc.
Stratford, Ont.
Stratford Desks, Limited.
Three Rivers, Que.
The Champlain Oxide Co.
Toronto.
E. Leadlay & Company.
Ontario Rock Company, Limited.
Vancouver, B.C.
The B. C. Sulphite Fibre Co., Ltd.
Winnipeg, Man.
Acme Glove Works, Ltd.
Canadian Flexotile & Construction, Ltd.
Dunlop Tire & Rubber Co., Ltd.
Goodyear Tire & Rubber Co., Ltd.
The Richardson Systems, Ltd.
The Strong-Scott Mfg. Co., Ltd.
T. A. Stuart.
J. Malcolm Suttie.
W. A. Taylor.
The *Telegram* Printing Co., Ltd.

CANADA'S FOREST PRODUCTS.

The development of Canada's lumbering industry is described in a report on lumber, square timber, lath and shingles, which has just been issued by the Forestry Branch of the Department of the Interior.

The statistics have been compiled from reports received from 2,871 firms operating saw-mills in Canada in 1911, an increase of 108 firms over 1910. The increase is greatest in Nova Scotia, where 169 more mills reported for 1911 than for 1910.

The total value of lumber, square timber, lath and shingles produced in Canada in 1911 was $82,321,664, the items being: Lumber, 4,918,202,000 feet, valued at $75,830,954; square timber, 34,847 tons exported, valued at $766,406; shingles, 1,838,474,000, valued at $3,512,078, and lath, 965,235,000, valued at $2,212,226.

The total lumber output of 4,918,202,000 feet is an increase of 466,550,000 feet, or 10.48 per cent. over 1910. The average mill in 1911 cut 1,713,000 feet, as compared to 1,611,000 for 1910.

GROWTH OF SASKATOON.

Here are some figures compiled by the Industrial League, Saskatoon, representing Saskatoon's growth in 1912:—

Bank clearings increased	81%
Population increased	52%
Building permits increased	52%
Assessments increased	70%
School attendance increased	42%
Post office revenue increased	49%
Customs receipts increased	124%

FIRE PROTECTION IN BRITISH COLUMBIA.

The organization of fire protective work in British Columbia has been much more effective during the past season than previously. The Forest Act of 1912 provides for regulating the operation of railways, removal of slash along roads and other dangerous places, the construction of fire-breaks on logged-off lands, requiring permits to burn slashings, establishing a dry season and providing for patrol and fire-fighting forces. The patrol during the summer of 1912 consisted of 17 divisional wardens and about 150 district wardens and patrolmen. The cost of patrolling and fire fighting amounted to about $175,000. Funds for this purpose were obtained by a tax of one per cent. per acre on all timber-lands in private ownership, under lease and under license, with an equal amount raised by general taxation.

During the season of 1913 the efficiency of all lines of work, including fire protection, will be materially increased by the establishment of the district system. The province will be divided into districts with a district forester in charge of each, who will be responsible for the general supervision of all lines of work, subject to the direction of the Chief Forester, Mr. H. R. MacMillan.—*Conservation.*

MARKET IN BUENOS AYRES.

The Canadian Trade Commisisoner at Buenos Ayres, Argentine (No. 474), reports an attractive market there for various Canadian products, viz.:

In print paper imports into Argentine during the first nine months of 1912 increased over the corresponding period in 1911 by nearly 1600 metric tons. He states that if Canadian factories are able to take care of this trade they should have little difficulty in selling from five to ten thousand tons per annum.

The republic is also described as being an attractive market for Canadian wood pulp, Canadian wheelbarrows, Canadian washing machines, furniture, including steel furniture; windmills, automobiles, roofing felt, galvanized iron pipes, metallic ceilings, expanded metal, and railway material.

"Argentine has a railway mileage to-day of 19,570 miles, an increase of 951 over 1911. Immigrants are pouring into the country. And as giving some indication of the tonnage handled by the railways, it may be stated that during the present calendar year about 9,000,000 metric tons of grain have been exported, or about 10,000,000 short tons, sufficient to fill over 300,000 large box cars. Add to this hides, wool, and enormous herds of live stock that have to be transported to the freezing establishments, and it will be realized what the trade in railway materials is likely to be. And none of it is manufactured locally."

The Commission and Demurrage

Statements of the Railways are disproved by Report from United States Road.

At the hearing in Ottawa before the Board of Railway Commissioners, in the application of the Canadian Car Service Bureau for permission to increase the demurrage charges from $1 to $2 for the first twenty-four hours, and to $3 for the second twenty-four hours after the free time allowed by the rules for loading and unloading, it was stated to the Board that the responsibility for car shortage, delays in transit, and congestion in terminals, was due to the shippers and receivers of freight. It was further stated that, if power were given to increase the charge, "there would be no more complaints so far as the consignees were concerned in regard to having their cars promptly placed." It was also declared: "In this application now before you we are asking for temporary relief. The business of the country demands that something be done to relieve the congestion in order that the country may go on commercially, and that commodities may be moved, etc." The representatives of the railways were able to convince the Board that an increase in the demurrage charges would remove all our grievances. The representatives of the shippers, who only had three days' notice of the hearing and were therefore unable to prepare evidence, took the ground that the delays were not due to the shippers and receivers of freight, but to the carriers' lack of facilities. It was pointed out that large numbers of complaints had been made to the Board in this regard. The records of the past winter show that the contention of the shippers' representatives was correct, especially in the large centres. As a matter of fact, the service has in many cases been even worse than in previous years, and it is fortunate that the weather conditions were favorable, or the business of the country would have been at a standstill.

If the Board of Railway Commissioners have not done so, it is their duty to make a thorough investigation of the complaints which are being made constantly, in order to discover the origin of the trouble.

It was further represented to the Board that the Railway companies were responsible for only a very small portion of the delay to freight. To show to what extent these statements were misleading, the following is taken from a report presented at a meeting of the operating officials of one of the large systems of the United States. This report is the result of the observations of the officials who were appointed to see if some improvement could not be brought about in car movement. It says: "The average movement for all freight cars on our road is 27 miles per day. This is equal to three hours moving in trains, and 21 hours standing still on sidings, 87% of the time being consumed on sidings, and only 13% in movement. The average time consumed by shippers in loading cars is less than two days, and the average time consumed by consignees in unloading is less than three days, Sunday included.

"The average number of loaded trips made per car per month is 2 7-10, or an average of 11 days, to handle each load. This includes all cars, revenue and company freight, loaded on our rails and loaded cars received from other roads. The average distance loaded cars move is 204 miles.

"Therefore, the car, on an average in a busy season, is employed per month as follows:

"13 days loading and unloading.

"3½ days moving in trains.

"13½ days standing waiting movement, switching or repairs.

"Total, 30 days."

As the average distance loaded cars move in Canada is 26 miles per day, it is fair to assume that what has been found to exist on this railway represents what occurs in Canada. That being so, does it not appear that the shortage of cars and delays in moving traffic are entirely due to lack of efficiency on the part of our railways? There would seem to be a very large economic waste, which could be overcome to some extent at least.

WHAT ENTHUSIASM IS.

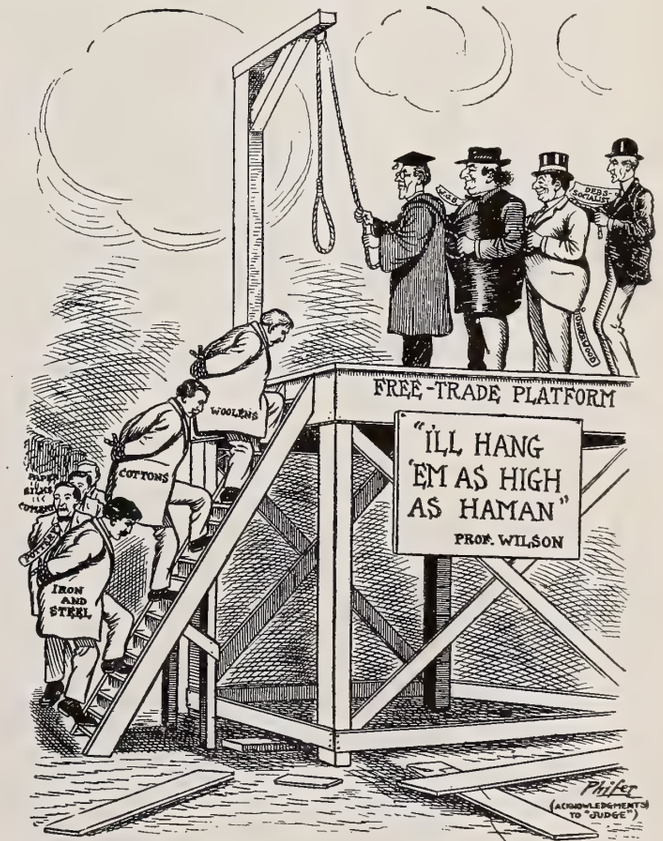
Enthusiasm is that secret and harmonious spirit which hovers over the production of a genius, throwing the reader of a book or the spectator of a statue into the very ideal presence whence these works have really originated. A great work always leaves us in a state of musing.—*Disraeli.*

WORK ELEVATES.

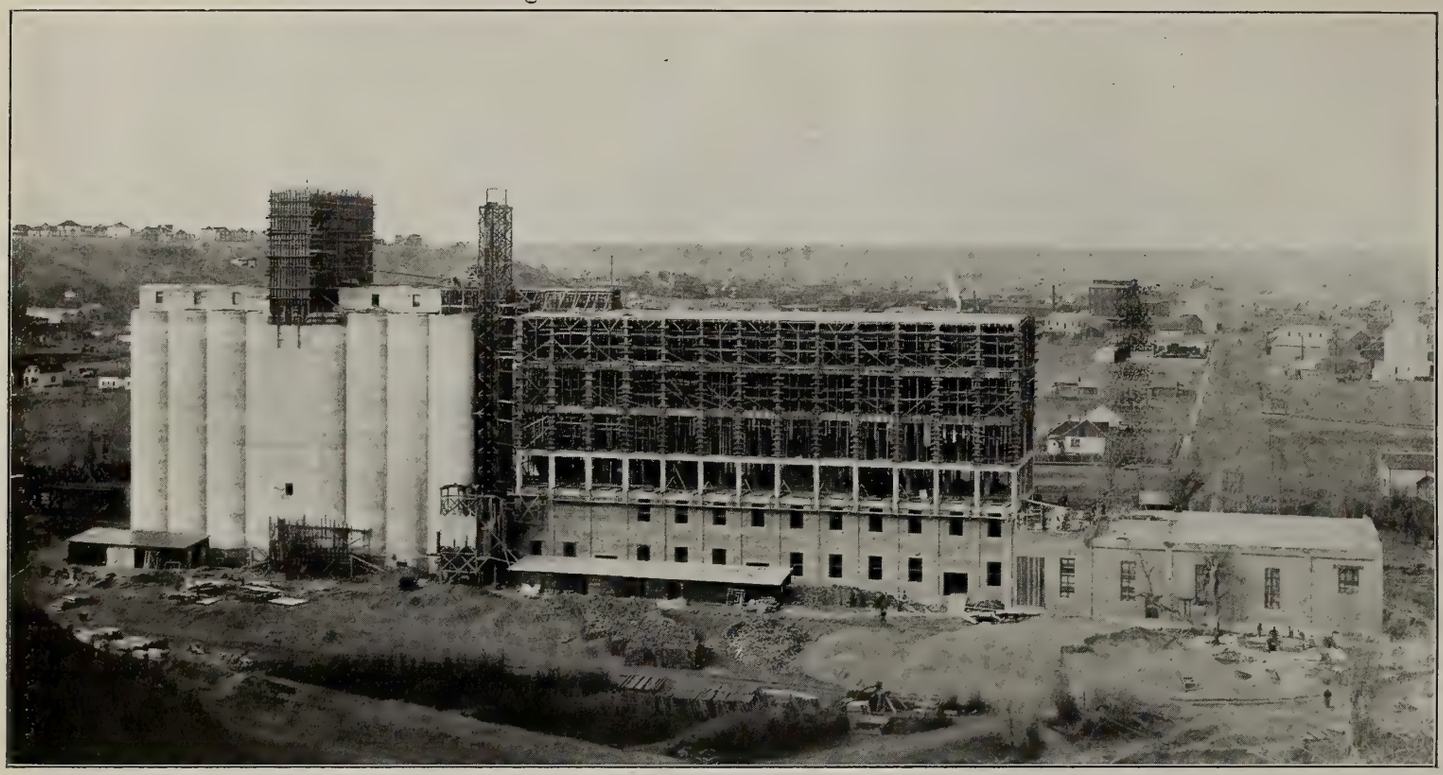
Thank God every morning when you get up that you have something to do that day which must be done, whether you like it or not. Being forced to work, and forced to do your best, will breed in you temperance and self-control, diligence and strength of will, cheerfulness and content, and a hundred virtues which the idle will never know.—*Charles Kingsley.*

KNOWLEDGE WINS.

I hate to hear a merchant say: "I think that this is splendid hay," "I guess it's first-class tea." He ought to know how good things are, if he would sell his silk or tar or other goods to me. Oh, knowledge is the stuff that wins; the man without it soon begins to get his trade in kinks. No matter where a fellow goes, he's valued for the things he knows, not for the things he thinks.—*Walter Mason.*



The American Economist's View of Tariff Reduction in the United States.



Ogilvie's 6,000 Barrel a Day Flour Mill Under Construction at Medicine Hat.

MANUFACTURING ON OUR PRAIRIES

By NORMAN LAMBERT

IT was really not until the beginning of the present century that the people of Canada became convinced that their great West was able to grow wheat beyond certain prescribed areas. Most of us can remember when the Indian Head district in the most easterly part of Saskatchewan was regarded as the best possible grain-producing section of the entire Northwest. The man who ventured farther West or North than that with the idea of growing grain successfully was pitied. But faith has preceded most of the works that have been done in the earlier stages of Canada's development, and to-day the people of this country are seeing thousands of settlers directing their footsteps towards new homesteads in the Peace River Valley. Wheat of the finest quality has been grown on land which is over six hundred miles north of the forty-ninth parallel of latitude.

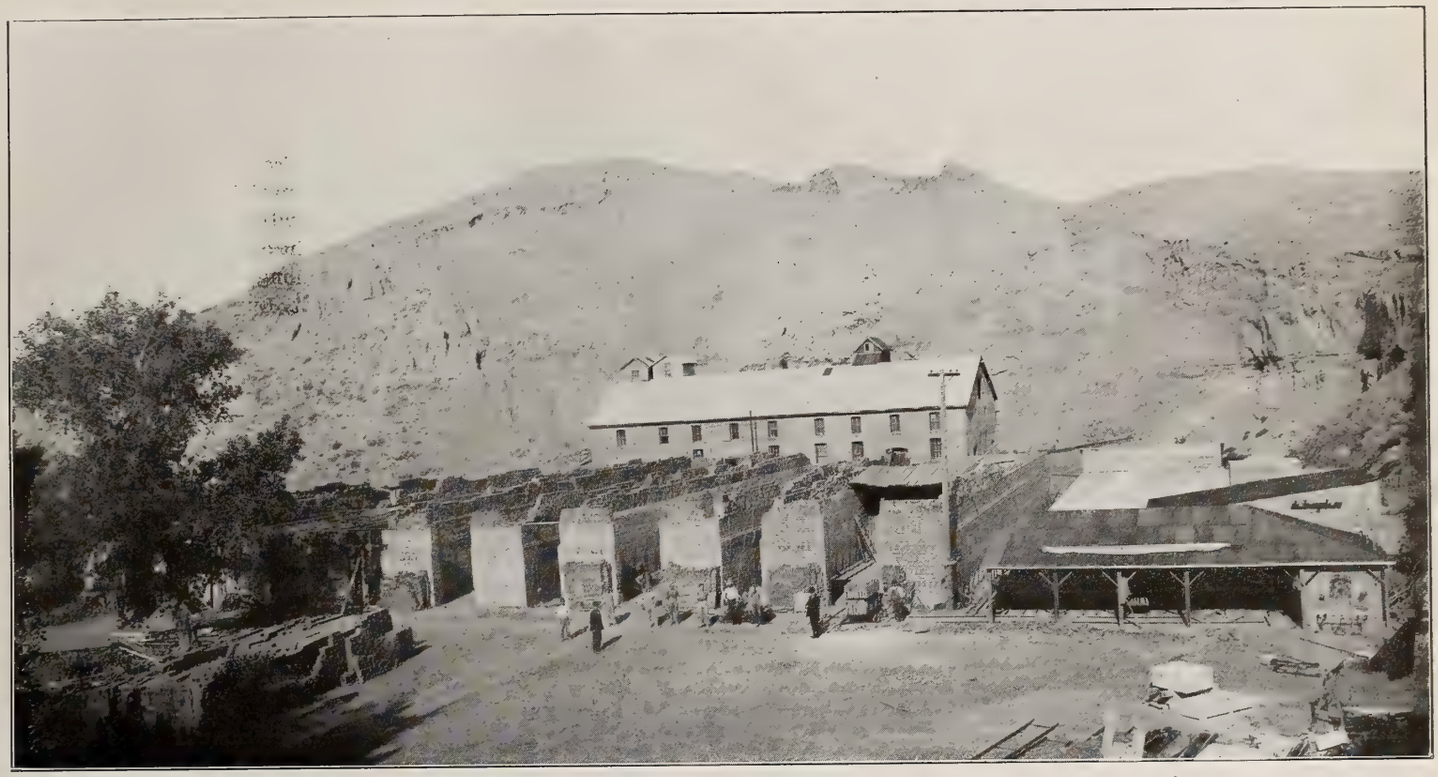
Four Classes of Manufacture.

Agriculture is now taken for granted on the prairies, but what about manufacturing? The example of Winnipeg's rise in a little more than a decade to the position of fourth industrial city in the Dominion, has had the effect of limbering the imagination of conservative Canada, and now very often the remark is made that Manitoba is more like an eastern province than a member of the middle Western family. But when one talks about manufacturing in Saskatchewan and Alberta, the imagination of some very intelligent people refuses to work; they shut their eyes and say, as pompous, little Governor Simpson said years ago, when speaking of the possible agricultural development of that part of the Northwest Territories now called Saskatchewan, "it is impossible; it can't be done."

But it is being done. Manufacturing is progressing rapidly in both Saskatchewan and Alberta. The kinds of manufacturing plants that are being established in these two prairie provinces may be classed largely under four heads, namely, flour mills, brick and clay products, lumbering with its tributary industry, planing; and steel and iron work. Generally speaking, with the exception of milling, these different forms of manufacturing have been introduced into the Middle West as the result of the strong, growing local demand for building materials. So far as an export trade is concerned, the manufacturer of the West has very little to hope for. The day may come when factories in Saskatchewan and Alberta may be able to compete with those of older districts in Canada and the United States in supplying the export markets of the world with brick and tile, doors and sashes, and iron and steel ornaments, but this article proposes to deal only with the conditions which are influencing the establishment of plants in the West now, and it may be safely said that hopes of an export trade are not a factor in the case. Too many articles of manufacture are being imported into the West at the present moment to bid anyone have hopes of a very considerable business outside the boundaries of the Dominion.

Distance, a Protection.

The uncertainty surrounding the labor market is the biggest difficulty with which the manufacturer has to contend in establishing a business in the West. Supplies of raw materials, power and transportation facilities are factors favoring the western manufacturer, particularly in three or four staple lines of goods, where he is confronted with strong foreign competition. Altogether, the costs of producing the four lines of manufactures ennumerated above, are such that they give the home manufacturer the advantage over his rival in the East or in the United States, who is faced by heavier transportation charges or by tariff restrictions. In



Plant of the Purmal Brick Company, Medicine Hat, Showing a Natural Hill of Raw Material in the Background

other words, giving the manufacturer who builds a plant in the West a desirable site for his factory where power and raw materials and means of transportation are at hand, he has the advantage of that natural, protective element in every home market, distance. The point is, therefore, what parts of Saskatchewan and Alberta are suitable for the location of industries?

In Saskatchewan.

The Bureau of Labor of Saskatchewan recently issued the following statement which shows the present standing of manufacturing in that province, with the increase in the number of plants and the amount of invested capital, during the past year:

Brick and Tile Manufacturing.

	1911.	1912.
Number of establishments	22	26
Capital, including plant	$314,769	$702,208
Av. cap. employed per plant	$24,213	$45,736
Number of employees	221	352
Total salary and wages	$68,783	$135,456
Av. annual earnings per employee	$311.25	$384.80
Aver. number of days worked	148	150
Gross value of product	$187,824	$554,840

Flour and Feed Mills.

	1911.	1912.
Number of establishments	22	28
Capital, including plant	$1,955,360	$3,197,031
Av. cap. employed per plant	$88,880	$84,132
No. of employees	330	632
Total salary and wages	$308,312	$267,938
Av. annual earnings per employee	$487.83	$811.90
Aver. number of days worked	191	300
Gross value of product	3,696,658	3,593,934

Lumber Manufacturers.

	1911.	1912.
Number of establishments	15	15
Capital, including plant	$7,580,000	$9,957,344
Av. cap. employed per plant	$505,400	$663,882
No. of employees	8,619	9,120
Total salary and wages	$3,035,943	$4,154,812
Av. annual earnings per employee	$351.11	$457.57
Aver. number of days worked	287	241
Gross value of product	$7,512,000	$7,602,325

Planing Mills.

	1911.	1912.
Number of establishments	16	28
Capital, including plant	$514,443	$1,331,960
Av. cap. employed per plant	$32,152	$47,570
No. of employees	650	1,008
Total salary and wages	$481,584	$816,984
Av. annual earnings per employee	$740 90	$810 05
Aver. number of days worked	251	298
Gross value of product	$1,391,648	$2,295,594

The Steel Industry.

In addition to the four industries which have been dealt with in the above statement is that of steel and structural iron. This industry is making rapid headway in Saskatchewan. Moose Jaw has a steel works under the name Saskatchewan Bridge and Iron Works, which last year employed a hundred hands, and this year will employ two hundred and fifty. Plants similar to that in Moose Jaw are operating at Regina and Saskatoon. The immense amount of skeleton steel needed for bridges and buildings in Saskatchewan has made this industry a very important one in the province, and on the strength of the increased business done by the local manufacturers last year more active competition is predicted for the Manitoba Bridge and Iron Works and the Hamilton

Bridge and Iron Works, companies which now largely supply the demands of the West. The latest announcement connected with manufacturing in Saskatchewan was made from Prince Albert early in March, in which it was said that the United States Steel Corporation, under the name of the Imperial Iron and Steel Company, had contracted to build a plant in that city before the fifteenth of October next. The capital invested in the concern is $5,000,000; four hundred men will be employed and the monthly pay roll will amount to $36,000. All last summer, three prospecting parties were at work in north Saskatchewan in the interests of men from Pittsburg. Word was brought back that workable iron deposits of considerable richness had been discovered, with the result that early this spring a contract was signed between the City of Prince Albert and the so-called Imperial Iron and Steel Company, whereby the plant already mentioned should be erected. The buildings, which will be constructed immediately, are to be used for the manufacture of bar iron, horse shoes and ornamental iron.

Flour Milling.

Occupying the position of wheat producer for an Empire, Saskatchewan naturally has a big place for the milling industry. Moose Jaw and Saskatoon, the centres of very productive regions and at the same time well supplied with railroads, have become the principal milling centres of the Province. It will be interesting to note when considering



Interior of C.P.R. Locomotive Shops at Calgary

the milling industry in Alberta in a later paragraph, how power, rather than supplies of wheat or transportation facilities, has been the factor in determining the location of mills in that province.

Next to milling, brick-making is the most natural industry in the prairie provinces. The big plants in Saskatchewan are located in the southern district near Estevan and Roche Percee. Here, any amount of coal abounds, and the veins of lignite are interlaid with fire clay of a fine quality. All these brickmakers in Southern Saskatchewan have to do is to build their plants at the mouth of a coal mine, where both raw material and power can be secured at the same time. The rate of increase in the brick and tile industry during 1913 promises to be very much greater than it was last year. Two large companies, one the Anglo-Canadian Coal and Brick Company, capitalized at $500,000, and the other the Premier Coal and Brick Company, with a capital of $100,000, are establishing themselves at Roche Percee this year, and other companies have been organized to build yards at Moose Jaw, Saskatoon and Battleford.

Lumbering.

Lumbering in Saskatchewan hardly seems possible to those who have never travelled away from the main lines of the railroad, where all one sees is prairie, broken occasionally here and there by a scrubby growth of bushes or perhaps a few stunted poplars. But, north of Prince Albert there is lumbering such as one may see along the Ottawa, or in Northern Ontario. The Prince Albert Lumber Company, one of the oldest manufacturing concerns in the West, is reputed to have the best equipped mills between Ottawa and British Columbia. Mackenzie and Mann's big new mill, known under the name of the Big River Lumber Company, had its first year's operation in 1912. It is located at Crooked Lake, and is capitalized at $2,000,000. Manufacturing at Prince Albert is bound to be a greater occupation in the next few years than it has been in all its past history. Its power project alone will be of infinite value in establishing an industrial centre. At La Colle Falls, on the North Saskatchewan, just about twenty-five miles from Prince Albert, a coffer-dam is now nearing completion which will provide 15,000 horse power of hydro-electric energy for the people of that city.

Expansion in Alberta.

In Alberta, manufacturing has gained a strong footing around the natural gas fields of Medicine Hat and Redcliff,



One of the Gault Coal Mines at Lethbridge

and near the coal mines at Edmonton and Calgary. When the last census was taken, Alberta was credited with 290 industrial establishments, as compared with only 120 in the year 1905. Within the last two years, the growth of factories has been more pronounced than during any previous two years in the history of the province. The feature of these two years of expansion has been the establishment of the flour mill industry on a large scale at Medicine Hat. Liberal concessions in the form of free sites, exemption from taxation for a period of years, and free supplies of gas for purposes of power, have been the drawing cards, which attracted not only three large milling concerns to Medicine Hat, but numerous other industries as well. Power in large quantities at a ridiculously low cost is the principal asset of the manufacturing centres of Alberta. Medicine Hat and Redcliff and Calgary have another strong asset in the presence, at their very doors, of two big areas of irrigated farm lands, the C.P.R. block, and the Southern Alberta Land Company's property, which are capable of supplying an industrial population with small food products such as vegetables, meats and dairy produce.

Demand for Building Materials.

The industries which seem to be thriving best in Alberta are the brick and clay products plants. At Calgary, Edmonton, Red Deer and Medicine Hat and Redcliff, the manufacture of different lines of clay products, regarded as a whole, is preponderatingly the largest and most lucrative industry. An idea of the demand for the output of the brick and clay products plant may be appreciated from the following list of shipments made by the Alberta Clay Products Company of Medicine Hat last year: Hudson Bay stores, Calgary, 400 cars; C.P.R. Shops, Calgary, 1,000 cars; Canada Life Building, Calgary, 100 cars; Herald Building, Calgary, 100 cars; Canada Building, Saskatoon, 100 cars; C.P.R. Hotel, Calgary, 200 cars; Municipal Buildings, Edmonton, 100 cars; Winnipeg Electric Railway Building, 100 cars; Great Western Permanent Building, Winnipeg, 100 cars; McCallum-Hill Building, Regina, 100 cars; C.P.R. Hotels, Banff and Laggan, 100 cars—besides many smaller contracts at points between those above mentioned. These shipments were made up of hollow building block, drain tile and brick. The total output of these products from this particular plant in Medicine Hat was 4,500 cars last year.

Calgary's Record.

The statement of Calgary's and Medicine Hat's industrial progress for the past year in tabulated form shows pretty conclusively that manufacturing is quite possible on the prairies. The Canadian Pacific Railway Company has just completed its extensive shops at Calgary, and when they are



Interior of Prince Albert Lumber Company's Plant at Prince Albert

opened, engaging as they will a staff of five thousand men, this city will be the largest manufacturing centre in the West, next to Winnipeg. The record for last year in Calgary is as follows:—

New Plants Operating.

	Capital.	Men employed.
Gordon Nail & Wire Co.	$ 100,000	40
Tregillus Clay Prod. Co.	500,000	160
Mountain Springs Brewing Co.	350,000	60
Brick & Supplies, Ltd.	125,000	75

Plants Buildings.

Pioneer Traction Co.	$2,000,000	300
Western Iron Mfrs.., Ltd.	100,000	30
Canada Malting Co.	500,000	30
Canadian Stock Food Co.	50,000	30
Alsip Brick Co.	100,000	50
Concrete Products Co.	100,000	40

Sites Acquired.

Northwest Brass Co.	$ 500,000	200
Western Steel & Ornamental Iron Works.	100,000	60

Representing a total capital of $4,525,000 and employing a total of 1,075 men.

Total number of establishments	59
Capital invested	$18,007,896
Number of employees	3,400

Eighteen Factories in One Year.

No less than eighteen separate factories were definitely located in Medicine Hat last year. The following table shows the names of the industries, the amount of capital invested, and the estimated number of employees that will be required when the factories are all completed and are operating at their full capacity:—

Name of Industry	Amount of Investment	Number of Employees
Alberta Glass Bottle Co.	$ 75,000	50
Medicine Hat Pottery Co.	150,000	65
Medicine Hat Steam Laundry Co.	30,000	20
Medicine Hat Steel Co.	250,000	50
Ogilvie Flour Mills Co.	1,000,000	175
Medicine Hat Milling Co.	100,000	30
Medicine Hat Crayon Co.	25,000	25
Maple Leaf Milling Co.	800,000	150
Manitoba & Ontario Milling Co.	800,000	150
Wetaskiwin Tent & Mattress Co.	30,000	40
Alberta Steel Products Co.	15,000	25



Twin City Coal Mine, Edmonton, one of 87 Operating Coal Mines in the Vicinity of the City

Medicine Hat Pump & Brass Mfg. Co.	50,000	50
Alberta-Saskatchewan Paper & Strawboard Co.	150,000	50
Matthews & Sleight, Metal Windows and Fire Doors	4,000	10
Hunt Engineering Co. Cement plant	1,000,000	250
J. H. Tabor, Candy factory	35,000	25
Medicine Hat Brick Co.	250,000	100
Medicine Hat Concrete Products Co.	25,000	20

A Self-Supporting West.

Sufficient has been shown now to prove that the prairie provinces, besides admitting of cultivation in places which at one time were regarded as indomitable, have also revealed great opportunities to the manufacturer. The development of the past two years shows also that the West is just being discovered, and that discovery will not be complete until more factories, and more mixed farms, and more routes of transportation are established, making the vast prairie territory the self-supporting country it should be.

BUYING FARM IMPLEMENTS WITH "PAPER"

By ROBSON BLACK

The Implement Manufacturers Find Difficulty in Making Collections and They Have Practically No Security but the Rapidly Deteriorating Implements

THE periodical complaint that the implement houses are "loading up" the farmers with more machinery than they can pay for, has been given recent vogue in parts of Canada by an announcement that five million dollars in paper is held by the implement companies against the grain ranchers of Central and Northern Saskatchewan. The complaint, of course, has two sides. The commercial companies assert that any undue "loading up" of paper can be traced in every instance to an over zealous local agent who does not understand his own best interests, and a farmer who is badly advised in his purchasing. The outcome of the situation in parts of Canada is that a new system of collections will likely be inaugurated in order to protect both the company and the farmer from "getting left" on machinery deals.

With implement sales increasing every year, the distributors are confronted with the problems of keeping their percentage of collections on a par with the increased sales. That more than one of the great corporations is not doing this is the opinion of several officials of these concerns interviewed recently during a convention at Saskatoon.

Opinions of Dealers.

"In the last two years," said one, "our collections have been unsatisfactory. By that I mean we have not been getting in the amount we expected nor a sufficient percentage on our turnover. Of course they were hard years in which to collect, due to a variety of causes, chief among which were the scarcity of cars, slowness in the returns of grain sold, low grades, and this year's especially poor prices. Another collection season like the last two will make a different system necessary.

"Many people have an entirely wrong impression as to the way implement companies do business. They think that most of our debts are secured. That is not the case. In current year sales I would say that practically none of our money is secured except by the lien on the goods, and second-hand implements command very little at a forced sale. In a case of past due debts we generally receive some kind of payment on account but even in this class I do not consider that there is more than 15 to 25 per cent. of our past due debts secured by collateral other than the goods themselves, and the older they grow the less they are worth. The implement companies of America transact their immense business practically all on credit and the amount of their outstanding collections is, obviously, very large.

"We have been accused of unduly forcing sales and, by offering attractive credit, inducing the farmers to buy more machinery than they really need. Usually this is the fault of the farmer himself or the local dealer. The one is anxious to buy and the other to sell. So many farmers buy machinery which the amount of land they have under cultivation does not warrant, and so few local agents look far enough ahead to recognize that permitting a farmer to incur debts beyond his needs and his ability to pay promptly is bad for his own business, his customer and the whole community."

This testimony came from another implement company manager of long experience: "A great demand has existed during the past few years for agricultural implements of the most improved type, but it is impossible for us to continue much longer with a great deal of outlay and a proportionately small amount of income. I do not think that as a class we have forced sales more than any other line of business. This is a country of great expectations and it brings to it many people who do not thoroughly understand farming. They gamble on a wheat crop, practically staking every penny on its favorable outcome instead of getting their daily living out of the produce of the farm at their door. A farmer who knows his business does not need to have a big store bill, but most of them do. It is easier to buy than to raise the necessities of the family table."

In Canada the predicament of the collector is made even more complicated by the hesitation of the banks to loan money on crops. The Canadian system of branch banks places the control of all available money in the Eastern cities of Montreal and Toronto. Recently, however, assurances have been received that the Federal Government is about to operate some system of temporary loans to farmers on their grain and live stock, which will do much to relieve an unwelcome annual situation. A manager speaking from twenty years' experience of salesmanship in the implement line summarized the present situation in this manner: "The farmer and the agent on the one hand and the banks on the other look at the financial situation of a certain district from radically different points of view. The banker considers many things in regard to money that the agent and farmer never give a thought to. We are therefore selling our implements to one class, but when we come to collect we are largely at the mercy of another. That is the situation all over America."

SAWMILL AND WOOD-WORKING MACHINERY.

Mr. J. M. Musson, Canadian Trade Commissioner, Leeds England, in Trade and Commerce weekly report No. 476, suggests that Canadian manufacturers of sawmill and woodworking machinery would find a profitable market there for these machines. He says:—"In view of the successful reputation that has been obtained for some lines of canned goods from Canada the suggestion is made that canning companies in Canada may also be able to take up the question of exporting canned tomatoes to this market. At present the chief brands sold are mainly of Italian origin, although certain brands from the United States are also in evidence. The usual can of tomatoes averages in weight about three pounds (inclusive of weight of can), and at present is being retailed to the public at 6½ pence per can."

Prepared medicines are shown to be largely imported into that market. An advantage enjoyed by Canada in this respect is pointed out in the following words: "The United States shares largely in this trade. Canada might participate in this with advantage, for the following reason. It is frequently convenient to import prepared medicines in small quantities, such as would come by parcel post. Since the United States does not enjoy this arrangement with Argentina, but the Dominion does, it would seem that it might be advantageous to at least ship the small orders from those Canadian factories which are branches of large United States firms."

INDUSTRIAL EDUCATION IN ONTARIO

Schools and Classes for Industrial, Technical and Art Education are Now Established or Being Established in Important Centres of the Province.

THE manufacturers of Ontario are deeply interested in the problem of providing industrial education for the workers of the Province. They will remember that, at the session of the Ontario Legislature in 1911, *The Industrial Education Act* replaced all the preceding Acts which dealt with elementary Industrial, Technical, and Art education; and this Act is the only one under which Industrial, Technical, and Art Schools can now be established and maintained at the public expense.

According to the Education Department of the Province, considerable progress has been made.

Where Schools Have Been Established.

General Industrial Schools for instruction in such subjects as may form a basal preparation for the trades, and for similar manual occupations which are not classed as trades, and continuing the essential subjects of a good general education have been established at Brantford, Hamilton, London and Toronto.

Special Industrial Schools, providing for instruction in the theoretical and practical work of particular trades, and when deemed desirable, in the essential subjects of a good general education, have been established at Haileybury, Sudbury and Toronto.

Technical High Schools and departments of High Schools for the training of duly admitted High School pupils for minor directive positions in industrial establishments and for admission to the higher scientific schools have been established at Haileybury, Hamilton, Sault Ste. Marie, Sudbury and Toronto.

Co-operative Industrial Classes in which apprentices, whether indentured or not, employed in the workshops, may receive in the day schools instruction bearing upon their trades, and pupils attending the day schools may receive practical instruction in the workshops, known as Factory Co-operative, and School Co-operative Industrial Classes, respectively, have been established at Sault Ste. Marie in connection with the technical classes of the Collegiate Institute, and at London in connection with the Day Industrial School. The former are Factory, and the latter School Co-operative Classes.

Fine and Applied Arts.

Schools for instruction in the Fine and Applied Arts have been established at Hamilton, London, and Toronto. The Legislature also established at its last session the Ontario College of Art, which, though under the direct management of a Council, prepares teachers of Art for the High and Public Schools in the Province, in addition to its other work in the Fine and Applied Arts. Although only a few months in operation, it is well attended and provides comprehensive courses. In 1912, it received a legislative grant of $3,000, and is provided by the Department of Education with free accommodations, heating and caretaking. It receives also $1,000 in lieu of fees for those teachers, approved by the Minister, who attend its spring and summer classes.

Industrial, Technical and Art Schools, in which workers employed during the day may receive in the evening theoretical and practical instruction in their trades, have been established at Berlin, Brockville, Collingwood, Galt, Guelph, Hamilton, London, Stratford, St. Thomas, and Toronto.

Advisory Industrial Boards were also recently appointed at Cobourg, Oshawa, and Ottawa. Under them, evening classes will begin as soon as practicable.

A Certain Indifference.

In speaking of the progress made since the passage of the Act, Inspector Leake, who is in charge of the industrial classes, says:

"Each locality has its own problems and these must be solved strictly according to local requirements. The efforts put forth so far have been mainly in the direction of evening classes; they seem to offer the line of least resistance. Outside of Brantford, Hamilton, London and Toronto, nothing, however, has been done in the direction of real industrial day classes. There seems to be unfortunately an indifference, if not an antipathy, to any form of instruction which is calculated to fit directly for work in the shop or at the bench. This indifference must be overcome before parents will be willing to place their boys in such schools. They must be shown the money value of industrial training. A large portion of the attendance at the present evening classes consists of mature men and women, in many cases fathers and mothers. After a session or two of such classes they will, no doubt, learn that the instruction given is worth while and will in the future be willing to make the sacrifice necessary to allow their children to attend day classes."

How to Start a School.

The Education Department of the Province is anxious that all the cities and towns where industry is established shall take advantage of the Act.

The first step in the establishment of industrial classes is the formation of an Advisory Industrial Committee. The members should be selected with considerable care as much of the success depends upon the efforts put forth by this Committee. It should be as representative as possible of the different industries of the locality. The meetings should be held at stated times, at least monthly, at the school and not in an office down town.

Three chief difficulties are usually encountered; indifference on the part of those for whose benefit the schools and classes are intended; the lack of competent teachers; and the task of constructing courses of study suitable to the requirements of the locality. In time these difficulties will be surmounted as the theory and practice of industrial education are better understood.

Dr. Merchant has been appointed Director of Technical and Industrial Education, and after next midsummer he will visit from time to time the industrial centres of the Province and assist School Boards in establishing and operating their local industrial and technical systems. In the meantime, Inspector Leake has charge of the industrial classes.

Applications to the Department of Education, Toronto, for assistance and guidance in the establishment of industrial and technical classes will receive prompt and sympathetic attention. Manufacturers in the small towns and cities are very well qualified to form Advisory Boards which will establish industrial classes.



Ontario College of Art—Elementary Class, Morning



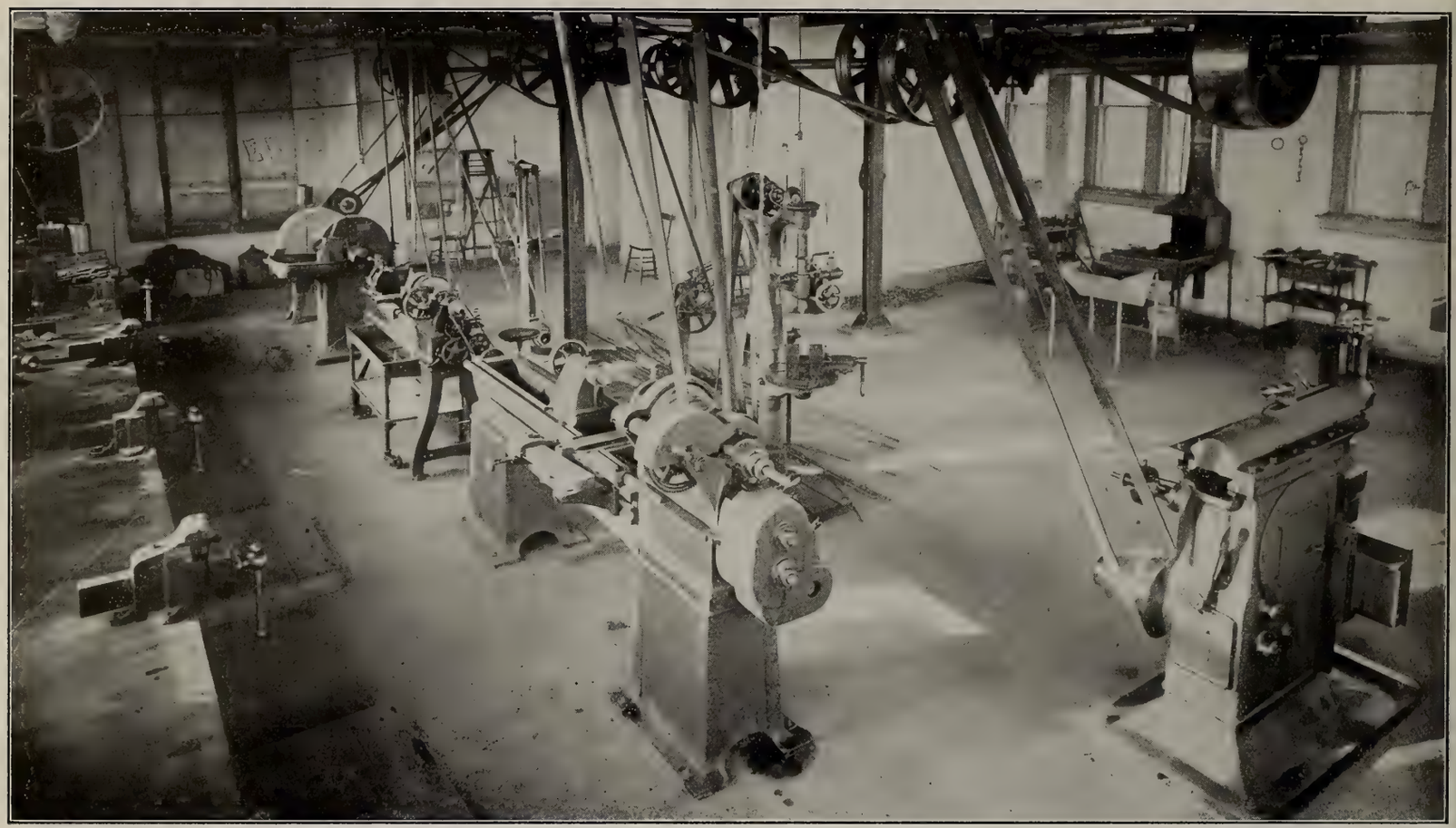
Ontario College of Art—Antique Class, Evening



Industrial and Art Schools, London—Machine Shop



Industrial and Art Schools, London—Woodworking



High and Technical Schools, Sault Ste. Marie—Metal Working



Industrial School, Brantford—Dressmaking



Industrial, Technical, and Art Schools, Hamilton—Wood Shop



Industrial and Art Schools, London—Dressmaking

WHAT IS SCIENTIFIC MANAGEMENT?

By FREDERICK WINSLOW TAYLOR

It is No Collection of Efficiency Devices. First Examine Scientifically Experiences of the Past. Select Workmen and Assign Them to Tasks for Which They Are Best Suited. One Manager Alloted to Three Workers.

ARTICLE II.

Scientific management had its origin in an earnest endeavor to remedy the evils of 'soldiering.'

It was after a long piecework fight with the workingmen of the Midvale Steel Works that an effort was made to abolish 'soldiering.' A great many people have the idea that scientific management is a theory. This is not so. For thirty years scientific management has been in daily and successful use, but no one ever troubled to analyze it till within the last eight or nine years. It simply was an evolution taken step by step to correct evils, an evolution in which a great many men had their part, and it is to grow in area and to be worked out through the co-operation of many men. As an engineer, I have become profoundly suspicious of my own ideas, and of those of other people. If a new thing is tried, it may be better, but ninety-nine chances out of a hundred it may be worse than what is in use. Most men must have arrived at this conclusion, but scientific management is not in that category. It is an evolution, not an invention. It has stood severe tests again and again. It has been tried by the worst kind of critics, those who are looking for dollars.

Its Rapid Extention.

About fifty thousand men were working under it in the United States a few years ago; now, perhaps, there are three times as many. It is very difficult to get statistics for those companies who are under scientific management, but it is conservative to say that the output of the average employee has been doubled. This has resulted in lowering the cost price of the articles produced, giving larger profit to the company. Also, in many cases, after the system has been operating a certain period, it results in lowering the selling price, and in that way the general public gets the benefit.

That scientific management has doubled the output per man is a broad assertion, but in the sworn testimony taken before the House Committee of Congress last year, in a mass of testimony, covering more than two thousand pages, given subject to cross-examination, and verified by members of this Committee, I want to give you one of the small buried facts, about one of our establishments under scientific management. In this establishment the output had been trebled. With the same number of men they turned out three times their former output. It had been asserted by labor leaders in regard to this particular establishment that it had lowered the wages of the working men, but statistics presented to the Committee showed that all the workmen who had been employed more than one year in the establishment, including even the colored laborers who simply moved the pieces on the floor, the men who swept the floor, and the janitor, every boy and man, the skilled laborer and unskilled alike, were receiving on the average seventy-three and a fraction per cent. higher wages than when they came to the company. The selling price of the goods produced by this establishment had been lowered 25 per cent. and the general public got the benefit of the reduction. During street car riots, all the trades were called upon to go out on a sympathetic strike, and the men in several immense establishments near this one went out, but in the establishment under scientific management only one man went out.

In a Government Institution.

Let me give you a case. What I am talking about is not theory, but can be verified by statistics. Recently, at Watertown Arsenal, General Crozier gave statistics up to last June, showing that the men in that arsenal averaged 29 per cent. higher wages, and were turning out two and a half times as much work as before the introduction of scientific management, and the Arsenal had saved $363,000. A few stockholders benefit by scientific management, but the workingman, in my judgment, gets far more out of it than the stockholders. If the average increase is from 37 to 100 per cent. in wages, surely that is a good thing for the workers; and automatically their wages go up. The stimulus given to the workman makes him gradually look upon his employer as the best friend in the world. The old idea was that the employer, though he might be a personal friend, was at least a tactical enemy, and a person who would bear a large amount of watching. This change from enmity to friendship is the greatest good that comes to the workingman.

Scientific management has been used in a great range of industries; there is hardly a type of industry in which it has not been introduced in the past thirty years. Nineteen out of twenty of them have been severely competitive industries, such as the steel and cotton industries. There has only been one strike, and then it was thoroughly unjustified.

What It Is Not.

What is scientific management? I think I can clearly describe it by pointing out what it is not, because there are very great misapprehensions about it. Scientific management is not any efficiency device of any kind, nor is it any group of efficiency devices. For example, it is no new scheme of figuring costs; it is not having buying men, or a buying system; it is not a differential rate; or piece-work; it is not studying masses of men, or time system, with functional or divided foremanship; it is not printing or unloading a ton or two of blanks upon a company, and saying "There's your system; use it!" I am not sneering at efficiency devices. I have great respect for every one of them, except for the one with a ton or two of blanks! I have respect for cost systems, and for buying systems; and for the application of time study on a large scale to industries. New time study is being used in a great many establishments running under scientific management, but scientific management is of an importance far more serious than mere devices. These devices will be superseded by something better in a few years; but the great principles of scientific management have come to stay.

Scientific management cannot exist, and does not exist, till there is a complete mental revolution on the part of the working man in his attitude towards those who employ him, and his whole outlook on his trade; and cannot exist until there is an equally complete mental revolution on the part of the employers.

Into the cost of an article which is manufactured goes a certain amount of raw material, and, aside from that, what are called 'overhead expenses,' 'general expenses,' or 'indirect expenses,' such as taxes, insurance, depreciation, salaries of the higher officers, sales expenses, stores and supplies.

If you will add the cost of materials and the proper proportion of general expenses, you have the total cost price of the article; and if you subtract that from the selling price you have what is called the surplus. And it is over the division of this surplus that almost all the quarrels of capital and labor have occurred. The workman wants what he thinks just and right as wages, and the employer wants his share in dividends. The new outlook that comes to both sides under scientific management is that both sides very soon realize that if they stop pulling apart and both push together as hard as possible in the same direction, they can make that surplus so large that there is no occasion for any quarrel over its division. Labor gets an immense increase in wages, and still leaves a large share for capital.

Learned by Imitation.

I want to try to make clear to you what this change is by comparing conditions under scientific management with conditions under the older types of management for a company employing five hundred or a thousand men. Employees have learned practically all they know about their trades by watching others at work. They have been taught next to nothing, and have learned next to nothing. They learn trades now just as they did in the Middle Ages, by watching the men around them, and accepting what has been handed down by tradition. When I served my two apprenticeships, as a pattern maker and as a machinist, I think two and a half hours covered the reading I did, and I had the advantage over some of the boys because I had entered college, and read a little easier than the rest. No one studied the trade from books. I presented my own boy with a fine collection of books on the machinist trade, but I never saw him open one. There was some excuse for him, though, for he got up at five o'clock in the morning, and cooked his own breakfast, and did not get home till seven o'clock at night. I watched him to see if boys were learning trades better than I did; my impression is that things are just the same.

It is the employer who gets the best initiative from his men whom I want to contrast with scientific management. Even with that highest type of manufacturer, while there will be a growth of output under the old system, there is not the slightest hope of that man competing with scientific management, because under scientific management the initiative of every workman is obtained with absolute regularity, because the workmen invariably work hard and give their ingenuity and best thought. There is nothing spasmodic about it, it does not depend upon public opinion. This is not accomplished at once, because it takes from two to five years to introduce scientific management; but while it is coming, two kinds of stimulus operates: one is the unloading of a large part of the work, and the duties voluntarily assumed by these men on the management side; this produces a far greater effect in increasing the output and diminishing the cost of the article produced, with the initiative of the workmen.

The Four Basic Principles.

These new burdens and duties assumed by the management fall into four large groups, called the principles of scientific management.

The first of these new duties is the gathering in of that great mass of traditional knowledge which is in the hands of the workingmen, studying it, tabulating it, and reducing it to laws, rules, or mathematical formulæ, in place of rule-of-thumb. Science and exact knowledge diffused through the mass of workmen produces an enormous increase in the daily output of the workmen.

The second of the principles of scientific management is the scientific study and selection of each workmen in the place, with a view to the progressive development of that workman. Both the study and the development of the workman are progressive. It becomes the duty of each manufacturer to study every workman just as thoroughly as in the past it was his duty to study each one of his machines. This new principle demands the careful, detailed study of every workman to find in the first place all about the man's capacity, his weak places and his strong points, what the man can be developed into, and then deliberately setting out to train each man so that ultimately he will be doing higher and more profitable work.

The third principle is bringing the scientifically trained and selected workmen and science together, making the workman work in harmony with science. That can be done, when it is realized that nine-tenths of the trouble of changing from the old management to the new lies in making the management do its share of the new duties. There is little trouble with the workmen, but there is never-ending trouble to make the man on the management side change his ways. You go to the manager and suggest something. "Oh, no, I don't want this," he will say; "I want that other department looked into, it is very poorly managed by that man, you had better change his ways."

The fourth of the principles of scientific management is, perhaps, the least obvious of all these principles, and unless one has almost worked in the establishment, he can hardly realize its importance. The fourth of the principles lies in the fact that under this new scheme the work which was originally done all by the workmen, is divided into two great groups, and one of these is turned over, deliberately turned over, to the men on the management side. A great slice of it is handed over, and so great is this slice of the work that I am sure you will feel astonished, and maybe horrified, when I tell you that in a well-run establishment doing miscellaneous work there will be one man on the management side to every three workman!

The Results.

This seems to be a waste of overhead expense, waste of labor, non-productive. But let me remind you that these establishments that started and have gone under it are all more prosperous than their competitors; there is no exception; those companies in which they have one man on the management side to every three workmen are making vastly more money than under the old system.

Under this great division of labor it is due to that principle more than to any other that there has never been a strike under scientific management; because you have there team work, and of the highest order. This is literally true: in the establishment I spoke of, a machine shop, hardly an act on the part of a workman is not preceded by an act on the part of some one of the management; that involves not only co-operation, but co-operation team work of a very high order. Instead of one man doing a job on a lathe or a planer, perhaps eighteen men are doing a little bit each for that one job. When men come to realize that it means earning 33 to 100 per cent. more than they can possibly earn without that team work they will co-operate. The old idea of master and man has entirely disappeared. It is literally true that the work becomes so very democratic that the complaints on the part of the workmen that some men on the management side has failed to do his part are vastly more numerous than those on the part of the management against the men for not doing their part.

NOTE.—The third and last instalment will appear in an early issue.



By J. E. Walsh

About a year ago the Board of Railway Commissioners sent out notice that at its sitting in April, in Ottawa, the railways subject to its jurisdiction would be required to show cause why an order should not be made calling for the publication of joint tariffs between points in Canada where such have not already been published and filed; such joint tariffs to be less than the combination of the local rates of the several Companies to and from the junction point or points; also to state their views as to the extent to which such local rates might be reduced on joint traffic.

Notice was received, a few days prior to the date fixed for the hearing, that the matter would be struck off the list. Since then nothing has been heard of the subject. There is an absolute necessity for through joint rates between all lines of railways. This is particularly the case in the Western Provinces. At the present time it frequently happens that traffic is subject to the local rates of the different lines carrying it. It is hoped that the Board will take some early action in the matter.

There is widespread demand for the adoption of the average demurrage plan in Canada. It is the opinion of those asking for it that it will benefit all concerned. It has been found in the United States, where it is in force as part of the national car rules for some time, that, under the average agreement, cars are emptied faster, and therefore are placed at the disposal of the railroads earlier. Not only the receiver, who takes an interest in releasing his cars, but every other shipper, is benefited.

There has been some objection to the plan, especially on the part of the small shipper. While there is probably good grounds for this under the old average system in force in some of the States, whereby an unlimited credit was piled up, it has been overcome by the fact that in no case shall more than one day's credit be allowed on any one car, and in no case shall there be more than five days' credit applied in cancellation of debits accruing on any one car, making a maximum of seven days that any car may be held over, including Sundays and holidays. The plan is optional, and the agreement need not be entered into. If the shipper refuses the present rules apply. The Board of Railway Commissioners will shortly be asked to approve of the plan.

In comparing the parcel post rates in effect in the United States, the charge for insurance made in connection with parcel post, added to the postal rates, approximates the new express rates recommended by the Inter-State Commerce Commission, which are now under consideration. Again, the user of the postal service has to bring his packages to the nearest post-office, whereas the express company will call for it and deliver it at destination, if there is a delivery service there. Furthermore, its rates for the service include insurance on a valuation up to $50.

Some of the insurance companies on the other side have adopted a method of insuring shipments by parcel post which affects a material saving over the rates charged by the Post Office Department. At first, some of these companies adopted a method of insuring by means of coupon policies, which enabled the insurer to protect himself against loss or damage amounting to not more than $10 for 2½c, with maximum risk of $50. Some other companies are issuing a form of blanket policy which is even cheaper than insurance under the above plan. It is regarded as more convenient, because the shipper is only required to enter upon a book, provided by the insurance company, the value of all merchandise shipped by parcel post in which he has an insurable interest.

The rate for this insurance is one-fifth of 1% on the amount of insurance affected. At the end of the month—or the period of settlement agreed upon—the total amount of entries on the policy is calculated, and the shipper is charged one-fifth of 1% of the total amount. In this way shipments of small value are not assessed the minimum rate of premium.

The question of allowances from track scale weights and for dunnage came up for hearing in Ottawa on March 18th on the application of the railways. As it has been set down for hearing at different points West of Port Arthur, it is not likely judgment will be rendered for some months.

It was expected that there would be another hearing in the Western Freight Rates Enquiry before the Board of Railway Commissioners early in April, but this seems improbable, owing to the absence of some of the general counsel, who apparently are unable to stand the severe Canadian climate. It is hoped that when they get back some action will be taken.

Complaints have been made of inactivity on the part of the Railway Commission. It is only fair to say that the Commission is not directly responsible for the delay. Counsel engaged in the case are so numerous that it is apparently difficult to get them together at the same time.

Meanwhile the estimates recently passed in Ottawa contained an additional item of $10,000 for legal expenses in connection with this case, and the public continue to pay the same old rates.



INSURANCE

By E. P. Heaton

The outstanding event of the month is of course the formation of "The Ontario Fire Preventive Association," which has for its primary objects the creation of a proper sentiment upon, and the adoption of measures to minimize the evil of our "Fire Waste." It is futile to suppose that our people require any further talk on the enormity of this evil; the fact of its existence has been hammered home for years, and the time for showing it up has passed. The question that should agitate us is "How can we grapple with the evil?" This question the new Association will strive to answer. It will be a standing disgrace to the manufacturers and merchants of the country if support to the movement is not full and generous, or if it fails for want of funds to carry on the campaign.

Every member of the Canadian Manufacturers Association should at once identify himself with the Fire Prevention Association, for the larger the number at the back of the movement the greater will be the influence they exert. Send in your application for membership with the fee of $2.00 to Mr. W. Walker, Secretary, Lumsden Building, Toronto, or to the Treasurer, Mr. J. M. McIntosh, at the office of the Canadian Manufacturers' Association.

Our contemporary, *Saturday Night*, has had some timely articles in recent issues on the subject of Fire Prevention and the attitude of the Canadian Manufacturers Association thereto. Hitherto the Insurance Editor of that paper has not seen much to commend in the policy of the Insurance Department, but he has left no room for doubt in his recent thorough endorsement of the work now being carried on to reduce the fire waste. He expects something will be done. It will be grievous to him if he is disappointed, and it will be a sorry day for us if such be the result.

It is often claimed that the way companies tumble over one another in their hurry to settle and pay losses is one of the causes that have indirectly contributed to the crime of arson, or, at all events to the criminal carelessness that is akin to it. The Fire Marshall of Ohio is usually very cautious in his published remarks and statements, and the following taken from his February bulletin is therefore entitled to more than passing notice:—

"In one case our department commenced an investigation of a fire which destroyed a building upon which the owner carried $1,800 insurance. Many suspicious facts were developed, and we gathered sufficient evidence to secure an indictment. Just before the case was called for trial, the accused confessed and entered a plea of guilty and was sent to the penitentiary. Notwithstanding our investigation was commenced immediately after the fire and was completed within sixty days, the full amount of the policy, $1,800, was paid to the assured within a few days after the fire. In another case $1,350 was paid to the assured on a loss on household goods within a few days after the fire, when our investigation disclosed that nearly all of the household goods had been removed from the house during the progress of the fire, and that probably two iron beds were the only chattels destroyed. This loss was settled by the local agent, and the insurance was carried by a company duly authorized to do business in Ohio, but which has no state or special agent."

Fire Commissioner Johnson, of New York, has reported to Mayor Gaynor that there were 2,287 fires in New York in January and February, as compared with 3,293 a year ago. "It is the greatest reduction that has ever taken place in the same length of time," said the Commissioner. "I think it is due to our fight against arson."

At the Montreal dinner given to Mr. Franklin H. Wentworth in December, the Chief of the Brigade was one of the speakers, and in the course of his remarks gave some rather startling statistics and conclusions.

"When the system of inspection first came into force Chief Tremblay said that Montreal was in a deplorable condition as far as fire possibilities were concerned. Since the inspection by-law had been passed the fire loss, especially in the congested district, had greatly diminished. In 1907 the brigade responded to 1,739 alarms, with a fire loss of $2,210,000, in the congested district, representing $8 per head of the city's population, and $3,500,000 in the city at large. The number of fires had decreased from 239 in 1907 to 62 for the present year up to date. For five years the losses in Montreal had not exceeded one million dollars, while the insurance companies received three million dollars in revenue. He condemned some of the ten-storey structures that have gone up recently in Montreal, one of them in particular, which he claimed to be a danger to the whole congested district. He also criticised an aldermanic committee for not asking his advice in making fire by-laws.

"The meeting enthusiastically supported a suggestion made by Chief Tremblay, that the city spend $50,000 for inspection work to prevent fires."

The Montreal Branch, following a motion of Mr. Howard Murray at the dinner just referred to, summoned together the representatives of the leading mercantile and professional associations to inaugurate a movement similar to that now under way in Ontario. With Quebec and Ontario in the lead the other provinces of the Dominion will not be long in joining the procession.

Benjamin Fink, alleged "firebug," made a complete and detailed confession to First Assistant State's Attorney Frank Johnston, in South Bend, Ind., on March 9th, implicating thirty-five members of the alleged "arson trust." Announcement of the confession was made by Mr. Johnston after his return to Chicago from the Indiana city.

The statement implicates several fire insurance adjusters who are said to be members of the combination which has mulcted the insurance companies out of large sums.



CUSTOMS



By J. R. K. Bristol

Importers of goods should note that imported articles found not as ordered must be returned to the customs and identified and entered for exportation under Customs supervision within three months of date of entry in order to be subject to refund of duty.

A. T. Quilez, Acting Trade Commissioner for Canada, Havana, Cuba, in the Trade and Commerce weekly report No. 475, writes:—

"This office is at all times ready and willing to assist Canadian importers and exporters to get a proper footing in this market. Cuban brokers and importers call with great frequency to enquire regarding Canadian merchants desirous of extending their field to Cuba, soliciting at the same time samples and catalogues with price lists. There is always a demand for samples of canned goods, butter, condensed milk, paper, manufacturers' specialties, woollen and linen cloths, paper bags, etc., which are always valuable in demonstrating the quality of goods and will greatly assist this office in securing the right connections. Only such samples as are not subject to customs duty will be accepted. The word 'sample' should always be written on the package."

Cuba imported condensed milk last year to the value of $1,823,000.

The same weekly report points to South Africa as a market for paper bags: "The principal local demand is for a medium weight bag in size from one-half pound to six pounds, and with square bottom. Prices, of course, vary according to grade, but in the general trade of the country, a medium-priced, plainly finished, square bottomed bag is preferred. Leading retailers in large towns use better grade bags bearing the firm name and other advertising matter."

The development of a promising bicycle trade in that market is also reported.

"The Minister of Customs has been requested to allow the intermediate tariff to be applied to Italian goods scheduled in the Italo-Canadian arrangement, when such goods are shipped from Havre or other French port. It was pointed out that there was no direct service between Italy and Canada."
—British Chamber of Commerce, Paris.

It may be desirable to repeat here that exporters can obtain a drawback of 99 per cent, of the duty paid on materials used in Canada in the manufacture of articles exported.

The comprehensive analytical statistics which appear in the November report of the Department of Trade and Commerce, showing the principal articles imported into Australia, New Zealand, China, Norway, Holland, the United Kingdom, Barbadoes and Jamaica, should be valuable as a guide to intending exporters. This report may be obtained from the Department.

Exports from the Dominion of Canada for the ten months ending January 31st, 1911, 1912 and 1913:—

1911—

	Domestic.	Foreign.
The mine	$34,625,534	$ 249,244
The fisheries	13,524,483	88,781
The forest	41,449,431	157,170
Animals and their produce	46,593,048	758,823
Agriculture	73,189,105	7,382,639
Manufactures	29,262,535	4,155,639
Miscellaneous	263,149	1,389,013
Total, inclusive	$238,907,285	$14,179,309

1912—

	Domestic.	Foreign.
The mine	$32,671,514	$ 179,433
The fisheries	14,149,217	93,072
The forest	36,702,188	200,671
Animals and their produce	43,842,279	949,493
Agriculture	90,183,303	8,098,119
Manufactures	28,780,311	5,405,501
Miscellaneous	93,591	823,660
Total, inclusive	$246,422,403	$15,749,949

1913—

	Domestic.	Foreign.
The mine	$46,765,376	$ 120,401
The fisheries	13,130,674	91,610
The forest	38,683,224	407,336
Animals and their produce	39,142,990	787,321
Agriculture	125,471,989	8,752,002
Manufactures	34,748,183	7,311,443
Miscellaneous	80,245	1,852,998
Total, inclusive	$298,022,681	$19,323,111

These are the total exports except coin and bullion.

Imports for ten months ending January, 1913.

	1911.	1912.	1913.
Dutiable goods	$227,799,253	$268,095,028	$360,777,517
Free goods	139,401,929	153,019,220	188,668,187
Total	$367,201,182	$421,114,248	$549,445,704
Duties collected	58,741,305	69,992,826	93,974,623

These are the total exports except coin and bullion.

LEGAL NOTES



By F. W. Wegenast

AT a sitting on the 18th March, Sir William Meredith, Commissioner of the Ontario Government on Workmen's Compensation, brought down his proposed Bill for discussion. The Bill is based in form and principle upon the English Workman's Compensation Act, that is, the liability to make compensation is thrown primarily upon the individual employer. Provision is made to group certain industries under a state administered insurance system.

The Bill provides for compensation in all cases of injuries regardless of fault, unless they are due solely to the serious and wilful misconduct of the workman; but even in cases of serious and wilful misconduct the employer is to be liable if the injury causes death or serious disablement. The Bill would also make the employer liable where the injury was purely accidental, as, for instance, if a workman were killed by lightning, tempest or other catastrophe.

The Bill provides, in the case of the death of the workman, a pension to the widow or other dependents of from $25 per month upwards. The pension to the widow is for life or until remarriage and the pension to the children up to a certain age, not yet determined. In case of total disability of the workman the Bill provides for a monthly pension for life or during disability of 50 per cent. of the workman's wages, but not less than $25 per month. In cases of partial and temporary disability the compensation is to be on the basis of 50 per cent. of the wages. The Commission is given power to commute the pensions for lump sums. No maximum amount is fixed either for the lump sums or the monthly pensions, and it will be noted that it would be possible for a widow to draw as high as $12,000 or $15,000 and for a disabled workman to draw as high as $50,000.

The Act makes provision for the grouping of certain industries, though it is not specified which industries are to be grouped. Provision is also made for the addition of other groups of industries by order in council. In those industries which are grouped the employer is not to be individually liable unless he has made default for three months in paying his insurance premium. The Commission is given power to assess and levy insurance premiums, and the compensation is to be paid out of the funds thus raised.

All employers not included in the groups remain individually liable to pay compensation, but provision is made for their paying into the general fund a lump sum representing the capital amount of any pension for which they become liable. The pension may also be commuted for an annuity equal to 75 per cent. of the value of the pension. The Commission is given power to compel all ungrouped employers to insure themselves in a private liability company approved by the Board or to give bonds or other securities for the payment of compensation. If the employer in such cases makes default, the Board has power to enter into a contract of insurance for him with a private liability insurance company and to pay the premium. The receipt of the premium when filed with the clerk of the proper court becomes a judgment against the employer.

The Commission is to adjust all claims for compensation whether against the group-funds or against individual employers, and the certificate of adjustment, when filed in the proper court, is to have the effect of a judgment against the employer.

No provision is made for contribution from workmen to the insurance funds, but a "waiting period" is intended to be provided, though the length of the period has not been fixed. No compensation is to be paid for injuries which do not last beyond the waiting period. No medical expenses are provided except in cases of the death of the workman without any dependents.

The premium rates of insurance are to be sufficient to provide capitalized reserves for all pensions. The Commission is to have full power to inspect the books and premises of the employers for the purpose of ascertaining the pay rolls and the condition of the plant respecting safety appliances, etc.

No provision is made, as requested by the employers, for the co-operation of employers in promoting safety, but the Commission is given power to enforce its own rules and to penalize disobedience by increased rates and other penalties.

The whole Bill is of such a character as to cause keen disappointment to the employers of the Province. It requires only a cursory examination to show that the amount of work which would be placed upon the Commission would render the system utterly unworkable.

The employers were prepared for a measure providing liberal compensation benefits, and were in fact proposing a schedule of benefits considerably over twice as large as that of any system in Canada, and larger in fact than any system in the world, with the possible exception of that of the State of Washington. Such schedules of benefits could not have been considered if it had been proposed that employers would be individually liable. It would be preposterous to make each employer liable to become a pension payer of the proposed amounts. A pension system is impracticable except upon the basis of a collective system. The schedules of the proposed Bill would be beyond all reason for an individual liability system.

At the time of writing, the bill has not been reported to the Government.

Industrial Disputes

A continued improvement was reported to the Department of Labour during February in regard to conditions from the standpoint of industrial disputes. The number of employees involved in strikes and lockouts during February was over three hundred less than the number similarly affected during the preceding month, while the number of working days lost was less than the number lost during January by over 16,000. Eleven disputes actually commenced during February, only one of which affected more than one hundred employees. The only serious disputes of the month were those of coal miners on Vancouver Island, which continued from last month without a settlement being reached, and metalliferous miners at Britannia Beach, B.C. The latter involved upwards of 300 employees and was not terminated at the end of the month. A dispute between the International Marine Signal Company and their employees, at Ottawa, was settled after conferences arranged between the parties by the Department of Labour.

Prices Are a Little Easier.

The Department of Labour's index number of wholesale prices stood at 135.4 for February as compared with 136.2 in January and 134.7 in February, 1912. These index numbers are percentages of the average prices of 260 commodities during the decade 1890-99. The decline in February was due to decreases in the prices of fodders, fresh vegetables, sugar, copper, lead, spelter, coke, and linseed oil. Advances, however, occurred in the prices of grains, animals and meats, steel and tin. Compared with February of last year, when the index number was slightly lower, the principal increases appear in the groups: animals and meats, hides, leathers, boots and shoes, textiles, metals, fuel and lighting, with important decreases in grains and fodder, dairy products, fruit and vegetables. Retail prices again showed lower tendencies in flour, sugar, prunes and evaporated apples. Rentals were quoted upward in four cities.

Industrial Accidents During February.

During the month of February 485 industrial accidents were recorded by the Department of Labour; of these 85 were fatal and 400 non-fatal. This is 15 fewer fatal and nine more non-fatal than were recorded in January. The record for February, 1912, was 66 fatal and 391 non-fatal accidents. The greatest number of fatal accidents occurred in Steam Railway Service, and in the Mining and Lumbering industries, the figures respectively being 17, 12, and 11. The greatest number of non-fatal accidents occurred in the Metal trades, there being 140 workmen injured, followed by Steam Railway Service, with 83 injuried.

Mr. R. H. Merriman Retires.

Mr. R. H. Merriman who has been connected with the B. Greening Wire Co., Limited, for a great many years, and since its incorporation been secretary and a director, has resigned from his active connection with the firm.

We understand that Mr. Merriman has decided to go into the agency business and will handle a line of hardware that will keep him in touch with the trade. Mr. Merriman retains his financial interest with the company.

Change in Lumen Bearing Staff.

Mr. Kester Barr, has resigned his position with Manning, Maxwell & Moore, Inc., of New York, to take the position of manager of The Lumen Bearing Company, West Toronto, to succeed Mr. Fred Ganderton, resigned.

Implements at Regina.

It is estimated that implements to the value of $25,000,000 were sold in Regina last year. At present there are 23 implement dealers in the city. They are as follows: Avery Company, J. I. Case Company, Cockshutt Plow Co., Deere Plow Co., Frost & Wood, Garden City Feeder Co., Garr-Scott Co., Hart-Parr Company, Haugh Bros & Nellermoe, International Harvester Co., D. A. Macdonald, Massey-Harris Co., McCusker Implement Co., National Mfg. Co., Nicholas & Sheppard, Pioneer Tractor Co., Reeves & Co., Regent Tractor Co., Rumely Co., Sawyer-Massey Co., Tudhope-Anderson Co., Waterloo Manufacturing Co., W. J. M. Wright, and the Minneapolis Threshing Machine Co.

How long will it be before the majority of these firms have branch factories in Regina?

New Zealand Certificates.

We have received a letter from a correspondent in Auckland, New Zealand, which reads as follows:

"Judging by several enquiries received from manufacturers, it appears to me that there is some misapprehension about the form of the New Zealand certificates. Some manufacturers think that the whole has to be written, and particularly the name of the declarant twice; this is entirely unnecessary. The whole certificate including the name can be printed, only the signature under the certificate must be the ordinary signature of declarant and written in ink."

Further information may be obtained from the Tariff Department of the Association.

TO MANUFACTURE GASOLINE ENGINES.

The Massey-Harris Company, Toronto, will manufacture gasoline engines, and will establish in Canada during the present year a factory specially equipped for that purpose.

Control of the Deyo-Macey Engine Company, of Binghamton, N.Y., has been secured. This company has a complete line of gasoline agricultural power engines, both stationary and portable, ranging from 1½ to 20 horsepower, and, in addition, manufactures a well-known orchard spraying outfit.

These products in future will be manufactured and sold under the name of the Massey-Harris Company.

The Massey-Harris Company a few years ago purchased a controlling interest in the Johnston Harvester Company of Batavia, N.Y. The company at the time of the purchase was employing about 1,000 men. The plant has been increased by between six and seven acres of floor space, all the buildings being constructed of reinforced concrete and made absolutely fireproof, and the force increased to 2,000 men. In addition to the large factories in Toronto and Brantford, the Massey-Harris Company has also large interests in the Verity Plow Works of Brantford and the Bain Waggon Company of Woodstock.

NEW BRUNSWICK TO ENCOURAGE PAPER INDUSTRY.

In the New Brunswick Legislature Premier Fleming has introduced a Bill entitled "An Act respecting the Crown Timber Lands of the Province." In it provision is made for the encouragement of the establishment of pulp and paper industries in the province, so that New Brunswick may have the benefit of having its raw products manufactured within its borders.

COOKING EXHIBITION.

An international cooking exhibition will be held at Lyons, France, from the 1st to the 18th of May, 1913.

COMMENTS OF THE PRESS

ON MATTERS OF TRADE, COMMERCE AND INDUSTRY

Labor Speaks.

We have had enough of talk by counsel in the McNamara case and in this more recent case of Ryan and the co-defendants, about "social crimes," as these dynamiting outrages have been there characterized. The use of dynamite and forms of violence thus sought to be described is simply due to the damnably depraved instincts of inhuman wretches—and the quicker the world is freed from their existence the better. —*Journal of the Knights of Labor.*

Our Worst February.

The Monetary Times' estimate of Canada's fire loss during February amounted to $2,037,386, compared with January loss of $3,913,385 and $1,640,153 for the corresponding period of last year. The following is the estimate for February losses:—

Fires exceeding $10,000	$1,377,750
Small fires	393,890
Estimates for unreported fires	265,746
	$2,037,386

This is the heaviest loss on record for February.

The Waiting Game.

Canada hopes for Free Trade in the United States with continued Protection for itself. Our neighbor has waited for something it considers better than Reciprocity.—*St. Louis Globe-Democrat.*

Prof. Huxley on Industrial Education.

Professor Huxley, the celebrated scientist, could not be accused of undervaluing science, but he never lost sight of the fact that practical work kept the world moving. In addressing the students of a scientific school he once took occasion to urge the necessity for combining skill in handicraft with technical knowledge. All his life he had been trying to persuade people that, if they wanted to teach physical science, it was no use to proceed by filling the minds of the students with general propositions which they did not understand, from which they were to deduce details which they comprehended still less.—*Railway and Locomotive Engineering.*

Water Power in the West.

In these days when hydro-electric power is becoming so important a factor in our industries, it is interesting to note that in the four western provinces there are vast possibilities in this regard. In Manitoba there is water power that would produce 7,000,000 horse-power, most of this is available. As yet only 78,000 horse-power are being utilized. In Saskatchewan the water-power waiting to be used aggregates 500,000 horse-power. In Alberta, out of 1,144,000 horse-power, only 1,330 have been converted. In British Columbia there are 73,000 horse-power, whereas nature is offering 2,065,500. These stupendous forces promise soon to supply light, heat and power to many cities of western Canada.—*Bradstreet's.*

That manufacturers appreciate the value of water power is shown by the last census. The increase in the value of manufactured products for 1910, as compared with 1900, in Manitoba, was 315 per cent.; in Saskatchewan, 871 per cent.; in Alberta, 1,330 per cent.; and in British Columbia, 234 per cent. It is probable that by the support of manufacturers the success of the Ontario Hydro-Electric system will be repeated in all the western provinces.

The Panama Tolls.

The coastwise shipping industry is the most completely protected industry in this country, foreign ships being forbidden by law to carry between American ports.

It is a close "trust" working in co-operation with the railroads and artifically maintaining high prices.

The Panama toll bill proposes to allow this monopoly free use of the Panama canal. The deficit in the operation of the canal which will thus be occasioned is to be paid by general taxation.

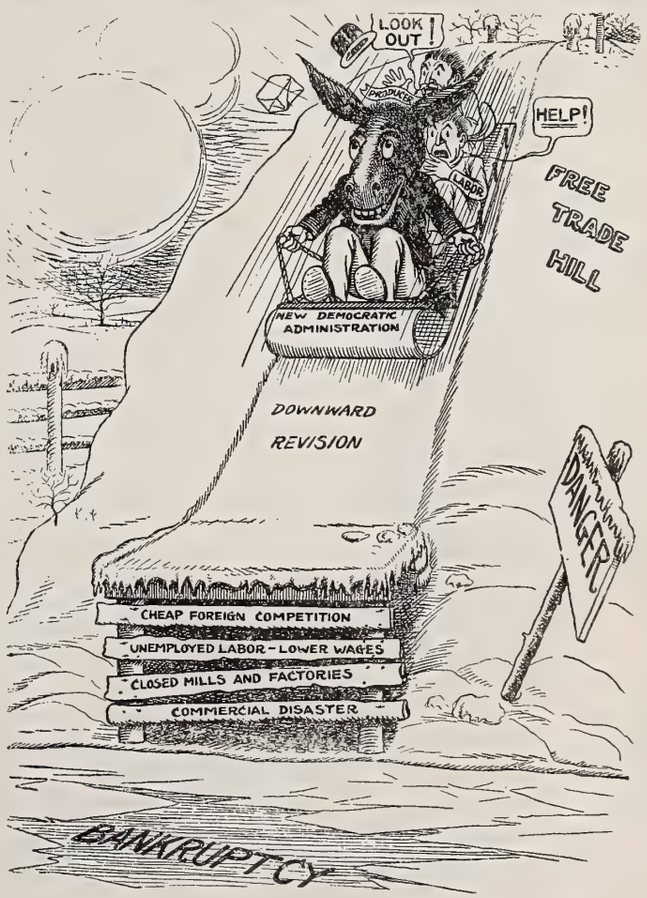
That such a law could have been passed at all is clear evidence of the powers of the invisible government in Congress.

The coastwise shipping monopoly has tried to make it appear that free toll for coastwise ships helps Americans at the expense of Englishmen. This deceit has been fully exposed.

The public knows that every Congressman who fails to work for the repeal of the free toll provision is working against the people and for the shipping trust, even to the sacrifice of their national honor.—*Chicago Tribune.*

Give Satisfaction.

In almost every business, the first sale is only the prelude to succeeding sales. The satisfaction of the buyer, therefore, is a vital consideration, even though the bargain just made may not be cancelled or the goods purchased not returned.



From the American Economist.

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Write Secretary, PROGRESSIVE ASSOCIATION

CONTENTS

	PAGE
Editorials	1323
Executive Council Proceedings. By G. M. Murray	1328
A Canadian Bureau of Chemistry. By T. Linsey Crossley	1331
Submarine Warnings to Ships. By W. W. Stumbles	1332
Proposed United States Tariff. By J. R. K. Bristol	1336
Transportation. By J. E. Walsh	1344
Insurance. By E. P. Heaton	1345
Customs. By J. R. K. Bristol	1346
Legal Notes. By F. W. Wegenast	1347
How Scientific Management Works. By Frederick Winslow Taylor	1349
Changes in the Freight Rates	1351
Trade Enquiries	1354
Among the Industries	1360

Index to Display Advertisements on next page

HAMILTON BRIDGE WORKS COMPANY LIMITED

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INDEX TO DISPLAY ADVERTISEMENTS

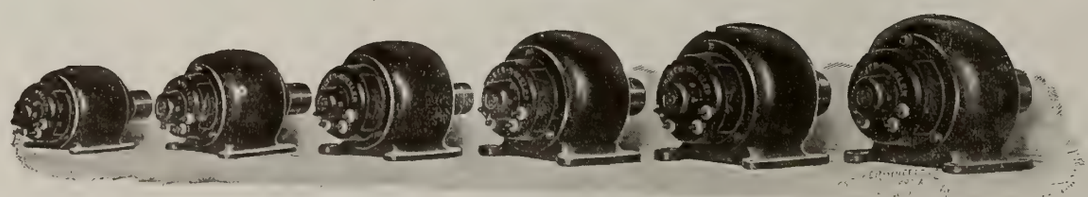
Albert Mfg. Co. 1298
Asbestos Mfg. Co., Limited 1300
Atkins, E. C. Saw Co. 1306
Ault & Wiborg Co. of Canada, Limited 1296
Banfield, W. H. & Sons 1387
Bank of British North America 1359
Barber & Ellis 1309
Beath, W. D. & Son, Limited 1313
Beatty, M. & Sons, Limited 1296
Berlin Machine Works, Limited 1279
Berry Bros., ... 1363
Bertram, John & Sons Co., Limited 1271
Boeckh Bros. Co., Limited 1373
Boiler Inspection & Insurance Co. 1311
Booth-Coulter Copper & Brass Co., Limited 1315
Bradstreets 1387
Brandon 1274
Brigdens Limited 1319, 1320
British American Oil Co., Ltd. ..... Inside Front Cover
B.C. Mills Timber & Trading Co. 1304
Calgary 1273
Canada Foundry Co., Limited 1388
Canada Iron Corporation, Limited 1310
Canada Machinery Corporation, Limited 1293
Canada Metal Co., Limited 1381
Canada Wire & Iron Goods Co. 1358
Canadian Appraisal Co., Limited 1298
Canadian Bank of Commerce 1357
Canadian Billings & Spencer, Limited 1387
Canadian Boomer & Boschert Press Co., Ltd. 1280
Canadian Bridge Co., Limited 1369
Canadian Car and Foundry Co., Limited 1297
Canadian Consolidated Rubber Co., Limited ..... Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 1268
Canadian Drawn Steel Co., Limited 1280
Canadian Fairbanks-Morse Co., Limited 1294
Canadian Hart Wheels, Limited 1386
Canadian H. W. Johns-Manville Co., Ltd. 1303
Canadian Malleable Iron Co., Limited 1369
Canadian Manufacturers Association 1301, 1302
Canadian National Exhibition 1371
Canadian Pacific Railway 1379
Canadian Sirrocco Co. 1355
Canadian Steel Foundries, Limited 1297
Canadian Street Car Advertising Co., Limited 1269
Canadian Sunbeam Lamp Co., Limited 1312
Canadian Tube & Iron Co., Limited 1295
Canadien Tungsten Lamp Co. 1295
Canadian Westinghouse Co., Limited 1321
Canadian Winkley Co. 1353
Chapman Double Ball Bearing Co. of Canada, Limited 1321
Conduits Co., Limited 1361
Consolidated Mining & Smelting Co. of Canada, Limited 1365
Dart Union Co., Limited 1291
Davidson, The Thos. Manufacturing Co., Ltd. 1385
Dennis Wire & Iron Works Co., Limited 1314
Dodge Mfg. Co., Limited 1282
Dominion Abrasive Wheel Co., Limited 1387
Dominion Belting Co. 1371
Dominion Creosoting Co., Limited 1373
Dominion Express Co. 1386
Dominion Paper Box Co., Limited 1306
Dominion Steel Castings Co., Limited 1369
Dominion Textile Co., Limited 1316
Dougall Varnish Co., Limited ..... Inside Back Cover
Eddy, E. B. Co., Limited 1367
Edmonton 1350
Elder, Dempster & Co. 1377
Eureka Mineral Wool & Asbestos Co. 1290
Ford Motor Company of Canada, Limited 1287
Franco-Canadian Welding Co. 1365
Galt Malleable Iron Co., Limited 1383
General Fire Equipment Co., Limited 1381
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The 1284
Goderich Organ Co., Limited, The 1364
Goldie & McCulloch Co., Limited, The 1278
Gourlay, Winter & Leeming 1300
Gramm Motor Truck Co. of Canada, Ltd., The 1286
Graselli Chemical Co., Limited 1308
Greening, The B. Wire Co., Limited 1317
Greey, Wm. & J. G. 1322
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover
Hamilton Bridge Works Co., Limited 1267
Hinde & Dauch Paper Co. 1305
Imperial Oil Co., Limited 1385
Imperial Wire and Cable Co., Limited 1371
Inglis, John Co., Limited. 1281
International Engineering Co. 1299
International Varnish Co., Limited 1289
Jeffrey Manufacturing Co. 1311
Jenckes Machine Co., Limited 1322
Jones, J. L. Engraving Co., Limited 1381
Jones & Moore Electric Co., Limited 1310
Jonquiere Pulp Co 1315
Kerr Engine Co., Limited, The 1296
L'Air Liquid Society 1361
Leonard, E., & Sons 1292
London & Lancashire Fire Insurance Co, Ltd. 1387
Lysaght, John, Limited ..... Inside Back Cover
Manitoba Gypsum Co., Limited 1364
Martin Corrugated Paper and Box Co., Ltd. 1306
Massey-Harris Co., Limited 1363
McDougall, R. Co 1353
McLaren, D. K., Limited 1287
McLaren, J. C., Belting Co., Limited 1287
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 1274
Merchants Mutual Steamship Co 1377
Metallic Roofing Co., Limited 1361
Metal Shingle and Siding Co., Limited 1362
Mitchell, Robt. Co., Limited 1315
Montreal Lithographing Co., Limited 1361
Montreal Locomotive Works 1309
Morrow, John, Screw and Nut Co., Limited 1386
Morton, Phillips & Co. 1387
National Acme Manufacturing Co., The 1275
National Bridge 1355
National Machinery and Supply Co., Limited 1314
New Brunswick Pulp and Paper Co., Limited 1308
New Westminister 1274
New Zealand Shipping Co., Limited 1358
Nichols Chemical Co., Limited, The 1385
Nicholson File Co. 1385
Northern Aluminum Co., Limited 1362
Northern Electric and Mfg. Co., Ltd. 1354, 1355
Nova Scotia Steel and Coal Co., Limited 1313
Ontario Government Notices 1308
Ontario Wind Engine and Pump Co., Limited 1357
Ormsby, A. B., Limited 1317
Otterville Mfg. Co., Limited 1364
Page-Hersey Iron, Tube and Lead Co., Ltd. 1312
Packard Electric Co., Limited 1314
Pedlar People 1276
Peerless Carbon and Ribbon Manufacturing Co., Limited 1291
Penman's Limited 1311
Phillips, Eugene F., Electrical Works, Limited 1383
Pickford & Black Steamship Co., Limited 1378
Pinchin, Johnson & Co. (Canada) Limited 1290
Polson Iron Works, Limited 1383
Pratt & Letchworth Co., Ltd. ..... Inside Front Cover
Purdy, Mansell Limited 1289
Regina 1272
Regina Storage and Forwarding Co., Limited 1291
Rhodes, Curry Company, Limited 1297
Richards Wilcox Co. ..... Inside Front Cover
Riordan Paper Co., Limited 1307
Ritchie & Ramsay, Limited 1307
Rockwood Sprinkler Co. of Canada, Ltd. 1288
Rolland Paper Co., Limited, The 1307
Royal Bank of Canada 1357
Russell Motor Car Co., Limited 1285
Scarfe & Co. 1290
Sheldons, Limited 1378
Smart-Woods Limited 1270
Smith, Howard Paper Mills, Limited 1303
Steel Co. of Canada 1277
Steel Trough & Machine Co. 1364
Structural Steel Company, Limited 1369
Tallman Brass and Metal Co. 1353, 1360
Thomson, Tilley & Johnston 1383
Thompson & Norris Co. of Canada, Limited. ..... Outside Back Cover
Trussed Concrete Steel Co. of Canada, Limited. 1283
Union Drawn Steel Co. Limited 1280
United Typewriter Co., Limited 1310
Vogel Co. of Canada, Limited 1289
Walker, Hiram & Sons 1375
Waterous Engine Works Co., Limited 1292
Winnipeg 1272

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Branches: Montreal, Vancouver

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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No Sympathetic Revision.

THERE should be no sympathetic downward revision of the Canadian Customs tariff because President Wilson proposes to lower the United States tariff. When the United States was a weak country industrially, she needed a tariff to protect her manufacturers. By adhering to the policy of Alexander Hamilton, United States manufacturers not only secured precedence in their home market, but also acquired sufficient strength to invade foreign markets. Now that the United States has become one of the greatest industrial countries in the world, her manufactures need less protection than when her industries were struggling for existence. Why should United States manufacturers now have high protection against Canadian manufacturers? The strong should not be protected from the competition of the weak, but the weak should be protected from the competition of the strong. Strange to say, the reverse has been the case in the tariff relations of Canada and the United States. The weaker nation, industrially, has the lower tariff; and it should not be forgotten that, even with the proposed revision, this will still be the case. The average ad valorem rate of the Underwood Bill is considerably higher than the average ad valorem rate imposed by the Canadian tariff. The experts who framed the Underwood Bill state that the average ad valorem rate will be 29.73 per cent. on all imports. The average ad valorem rate imposed in 1912 by the Canadian Customs tariff was only 16 per cent. on all imports. More "slashing" will be required to bring the United States tariff to the level of the Canadian tariff.

The Manufacturer and Advertising.

THE manufacturer, the prey of advertising solicitors, can usually classify his advertising as follows: Advertising, Philanthropy and Fraud. He knows the value of publicity and spends money freely and gladly to bring his goods to the notice of the public. He is usually philanthropic, also, but although he prefers to give directly to charity, he must buy space in the inevitable church concert programme or the trade union souvenir. If he decides these propositions on their merits what happens? Charitable organizations accuse him of parsimony, and sometimes boycott his goods. Railwaymen, in whose "official organ" his advertisement does not appear, may forget to shunt his cars or forward his shipments. In some cases this form of advertising is nearly blackmail, in the majority of cases, extortion.

Labor papers are legion. The official organ of a trade union may often be a good medium, but the numerous piratical sheets masquerading under the character of labor journals are practically worthless. A score of members of the Association were recently victimized by a publication of this type, which is spasmodically published in Toronto. The manager eulogized these manufacturers in his "annual friendly edition," and, before they had finished making wry faces at his bald and stereotyped phrases, he sent in his bills, claiming that he had contracts.

Investigation showed that his publication had no statutory rights at the Post Office; was utterly repudiated by the Labor Temple; was sent out broadcast as an advertisement, and had no fixed place of abode, except desk room for its proprietor in the corner of another man's office.

It pays to advertise, but it does not pay to misname philanthropy or to submit to fraud.

Hard Times?

THOSE who fear that hard times are approaching are listening for the diminishing hum of factory wheels. Factories supplying luxuries slow first, then those supplying comforts, and finally, those supplying necessities, as the heavy hand of hard times closes over the country.

Reports coming in from the factories of the various provinces of Canada tell of no slackening, as yet. Canadian manufacturers seem to have difficulty in producing goods with sufficient rapidity to fill their orders, and the great majority of the factories in this country are working at capacity. There are no real indications yet that consumers are beginning to economize, even in luxuries.

If money is not more available during the coming summer and fall, however, a different situation may arise. Collections are slow and are growing slower. If manufacturers cannot get pay for their goods, and cannot borrow from the banks to keep their plants running, it is inevitable that the volume of production must decrease.

Service, Not Money.

SOME people think that, in considering the question of demurrage, shippers and receivers want to fine the railways for delays to freight in transit and terminals.

Although they deserve the penalty, it is not the intention or the desire of the shippers and receivers of freight to secure its imposition.

They want service, not money, from the railroads.

All Railways Under Commission.

THE recent absorption of a number of provincial railways by railways subject to the jurisdiction of the Dominion Railway Commission should not exclude the former from the control of that body.

The argument is advanced that a road, built under a provincial charter, is not subject to the Dominion Commission, even though it is leased and operated by a company incorporated under a Federal charter and subject to the Federal Government's Commission. A case in point is that of the Quebec Central Railway Company, incorporated under the statutes of Quebec. On October 2nd, 1912, this road was leased by the C.P.R. for nine hundred and ninety-nine years, but it is not subject to the Dominion Railway Commission.

This seems to be an evasion of the spirit of the Railway Act. Does the big road control the provincial road or does it not? If it does, surely the remote and insignificant branches should come under the jurisdiction of the Commission which regulates the trunk?

We don't make a law for a man's trunk and exempt his feet and hands, which are constantly getting him into trouble; and it would take a clever person to control a centipede if he had no power over its hundred legs.

The Railway Act should be amended, during the present revision, so that not one mile of track owned or controlled by a railway company, operating under a Federal charter, shall escape the jurisdiction of the Dominion Railway Commission.

Ocean Rates.

CANADIAN exporters are seriously affected by the recent general increase in ocean rates. The advances have been, in many cases, over 100 per cent. In 1909 and 1910 the rate on organs from Montreal to Liverpool was 6s. 9d. for 40 cubic feet. In April, 1912, it was advanced to 12s. 6d. plus 5 per cent. primage, or about 13s. 3d.

The steamship companies are experts in the art of self-defence. One says that its rates on Canadian manufactures are the same as the rates imposed on United States manufactures by the New York lines, and that its rates on Canadian manufactures are lower than its rates on United States manufactures. Another company says that it was forced to increase its rates on account of the advances in wages, maintenance, port charges and dock dues. Another lays the blame upon the dangerous navigation and high insurance rates of the St. Lawrence route and the shed rents at Montreal.

There is truth in these defensive statements, but the truth is skilfully enclosed in several wrappers of exaggeration. The point is that Canadian exporters believe that ocean rates have been unduly increased out of all proportion to the real cost of transportation. Canadian exporters, who are struggling desperately to gain a footing in foreign markets, may be forced to decrease their shipments, a result which would be highly unprofitable, not only to the country, but to the steamship companies.

Rate increases have been made by the subsidized services to South Africa and Australia and New Zealand. Exporters claim that these lines have followed the example of the companies of New York, where they ship considerable cargo. Complaint has been made that United States cargoes, in some cases, have shut out Canadian cargoes. During the year 1912, the Canadian, Australian and New Zealand service from Canadian Atlantic ports carried Canadian cargo to the value of nearly $3,000,000; United States cargo to the value of $881,000; and West Indian cargo to the value of $37,000.

The subsidy contract of the New Zealand and Australian service has been renewed until the close of navigation in 1913 only, and the company refuses to continue the service unless it gets a larger subsidy.

Before this or any other subsidy is renewed or increased the Government should make each applicant explain extraordinary increases in rates, guarantee adequate service and also prove conclusively that the subsidy will benefit Canadian exporters and not domestic or foreign corporation interests.

"Without Delay."

THE Railway Act says that railroad companies shall "Without delay, and with due care and diligence, receive, carry and deliver all traffic."

"Without delay!" Think of it, shippers and receivers of freight.

Perhaps the railroads have misread the section and think it says "with delay."

Higher Pacific Freight Rates.

INCREASES in commodity rates by the transcontinental and other railways of the United States, from the territory east of the Missouri River to the Pacific coast terminal, have been granted by the Interstate Commerce Commission. The remarkable feature about the proceeding was that the railways and shippers consulted, agreed on over 400 changes, most of which were advances, and submitted them to the Commission for approval.

The only Canadian railway rates which would be possibly affected by this decision are the C.P.R.'s through rates to Vancouver. There is little doubt that the company will seize this advantage in arguing the Western rate case, but one-tenth of the grievances of the shippers will offset it.

The Tariff and the West.

"THE tariff creates conditions under which Western American manufacturers can see an advantage in either moving over the line or establishing branch plants on this side."

The above statement is taken from a letter circulated by the Industrial League, Limited, of Saskatoon.

We are glad to see a letter from a Western city praising the tariff's share in the work of developing the Western provinces.

It continues:

"Some interesting figures regarding industrial development in Saskatchewan during the past couple of years are to be gleaned from the Government reports, and they have a significant bearing on the whole situation. In 1905 there were eighty establishments employing 1,444 hands; in 1910 the number had increased to one hundred and seventy-three, employing 3,250 hands; and at the close of 1912 there were three hundred and fifteen establishments, employing 4,040 hands. In that period fifteen lumber and planing mills have increased to twenty-eight, twelve brick yards to seventeen, six flour mills to thirty-nine, and two pork-packing plants to four.

"An idea of how Western cities stand, so far as their manufacturing and wholesale institutions are concerned, may be formed from the following figures, prepared at Saskatoon in connection with the work of the Industrial League. In regard to the wholesale business, the large number of travellers making their headquarters in the city are not taken into consideration, and only those companies having wholesale warehouses and the capital involved are considered:

Warehouses	32
Investment	$4,351,000 00
Employees	994
Pay Roll	$108,750 00
Per capita	$109 35
Manufacturing Plants	40
Investment	$2,199,000 00
Employees	746
Pay Roll	$84,620 00
Per capita	$100 73

"The manufactured products are flour, oatmeal, cereals sash, doors, iron and steel building material, clay and sand lime bricks and tiling, grain picklers, land packers, lager, porter, interior fittings, special furniture, carriages to order, tents, mattresses, awnings, wire springs, sheet metal products, window shades, concrete pipes, corrugated culverts, wagon tanks, granaries, plumbers' fittings, brass castings, bread, pastry, carbonated waters, pasteurized milk, printing, bookbinding, etc."

What the tariff has done for Saskatoon it is also doing for Winnipeg, Regina, Medicine Hat, Calgary and Edmonton.

Which of these cities would advocate the reduction of duties against United States goods and thus maintain factory cities south of the boundary instead of north?

They prefer to leave untouched the tariff which "creates conditions under which Western American manufacturers can see an advantage in either moving over the line or establishing branch plants on this side."

Help for the C.N.R.

THE Government should give financial assistance to the Canadian Northern Railway only on condition that it will be used to provide better service for the country.

If this assurance is given, a great enterprise like the C.N.R. should not be crippled for lack of funds. For the past sixteen years, the C.N.R. has built railroads at the rate of a mile a day, with capital secured largely through

the untiring energy of Sir William Mackenzie. At the end of 1912 their total mileage was about 7,000. During that year their gross earnings were $20,860,093, an increase of 27.5 per cent. over 1911. They have let every contract on their transcontinental line between Quebec and Port Mann. These great efforts are made, of course, in the interests of the directors and shareholders, but the quality and quantity of the service they sell are vital matters to shippers and receivers of freight.

We need more railways, more engines, more cars, more sidings, more of everything that is included in the operation of a railroad. If the C.N.R. wants money to buy these things, the Government will benefit the country by giving it to them, but there should be a clear agreement concerning expenditure and service.

Too Much Ad Valorem.

THE wide application of ad valorem duties in the Underwood Tariff Bill, now before the United States Congress, will be severely attacked by importers as well as by manufacturers in the United States because it opens the door for wholesale fraud through undervaluation. Valuing goods in the Customs House resembles the valuation of land by assessors; the parties to both transactions look at figures from the big end of the telescope.

Missouri Banishes Insurance Companies.

FIRE insurance companies have decided to cease business in the State of Missouri because they claim that the new anti-trust Act prohibits lawful activity. Consequently, citizens have three options: to allow the insurance companies to combine; to leave their buildings without insurance; or to repeal the Act. In other words, the Insurance Companies put the property owners of Missouri at the end of a three-barreled pistol.

U. S. Copies Our "Dumping Clause."

THE "dumping clause" in the Canadian Customs Tariff has evidently excited the admiration of the experts who drafted the Underwood bill. The following is the proposed United States clause:

"That when articles are exported to the United States of a class or kind made or produced in the United States, if the export or actual selling price to an importer in the United States, or the price at which such goods are consigned is less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country whence exported to the United States at the time of its exportation to the United States, there shall, in addition to the duties otherwise established, be levied, collected, and paid on such article on its importation into the United States a special duty (or dumping duty) equal to the difference between the said export or actual selling price of the article for export or the price at which such goods are consigned, and the said fair market value thereof for home consumption, provided that the said special duty shall not exceed 15 per centum ad valorem in any case, and that goods whereon the duties otherwise established are equal to 50 per centum ad valorem shall be exempt from such special duty."

The United States tariff experts have been impressed by the efficiency of the Canadian "dumping clause"

Decision in the John Deere Plow Case.

THE decision of the Supreme Court in the John Deere Plow Company case, reported fully elsewhere in this issue, marks progress in settling the vexed questions of Dominion and Provincial jurisdiction over the incorporation and control of companies.

In the jealousy with which she resented Federal interference with the provincial incorporation of companies, British Columbia exceeded any other province; but it seems certain that the least result of the John Deere Plow case decision will be to modify the severity of the British Columbia Act, by giving effect to a provision which exists in most of the other provincial Acts, viz.: "Taking orders for, or buying or selling goods, wares or merchandise by travellers or by correspondence, if the corporation has no resident agent or representative or no office or place of business in the Province, shall not be deemed a carrying on of business."

The simple method to sweep away all annoying and restrictive interprovincial barriers to trade is to validate a Dominion charter in all parts of Canada.

Workmen's Compensation in Ontario.

IN revising his Bill dealing with Workmen's Compensation, Sir William Meredith adopted several suggestions made by the Association, including the classification schedule. He also included that relating to accident prevention associations.

He did not notice, apparently, that the classification schedule overlaps the schedule of industries in which employers are individually liable. Thus, "the construction and operation of steam vessels" appears in Schedule Two, while "navigation and shipbuilding" is included in Schedule One.

The Bill still adheres, however, to its original principle of making employers individually liable, the industries dealt with collectively being considered exceptions. Yet 44 groups of industries are treated collectively, while only 6 groups are to remain individually liable.

We cannot help wondering what would happen to the Bill when it reaches the Legislature, if Sir William were sincere in his inclusion of retail clerks, farm laborers and domestic servants.

As it stands, it provides that the farmer whose hired

man is killed, or the householder whose butler meets a like fate, may have two families to keep instead of one.

While the Bill will not be passed this year, Premier Whitney has announced that it will be considered by the Government at the close of the present session, and that an effort will be made to obtain further information.

The Housing Problem in St. John.

THE Manufacturers of St. John, N.B., believe employees who live in poor and crowded houses are not only unhappy and unhealthy, but are also unable to do good work. Consequently, they are supporting a citizens' movement for a housing association which will probably erect houses and sell or rent them to workingmen on easy terms. It is planned to entrust the regulations governing town planning to a commission which will have supervision over residential and industrial suburbs, streets, parks and playgrounds.

The example of St. John should be followed by other cities which are ambitious for an industrial future. The slum should be controlled before it becomes a chronic sore, festering in the heart of a fine city.

Canadian Importers and the Underwood Bill.

CANADIAN manufacturers who now import raw material, which will be affected by the reductions of duty proposed by the Underwood Bill, from the United States, will be interested in the future market price of such material. Foreign competition will probably reduce the prices of such articles on which the duty is lowered, and, consequently, Canadian importers will be benefited; first, by purchasing material cheaper; and, secondly, by having to pay the ad valorem duty on the lower market value.

Inspection as a Fire Preventive.

MEDICAL inspection in great cities has done a great deal to reduce disease by removing causes before they can produce evil results. In each city a staff of experts from the Health Department keeps daily guard against the legions of germs which are ever ready to start an epidemic.

Little attention is paid to the allies and agents of fire, which are lurking in a multitude of places waiting for the spark which will kindle a conflagration. Why should not the Fire Departments in all Canadian cities and towns establish and maintain a thorough system of inspection? It is surely the duty of these departments to remove causes of fire as well as to fight the fires resulting from these causes.

Western cities and towns are introducing inspection with good results. During 1912, the fire loss of Red Deer, Alta., a town of 3,000 inhabitants, was only $1,500, or fifty cents per capita. This compares favorably with the average for the United States and Canada, which was $3.07 per capita.

In reply to a request from INDUSTRIAL CANADA, Fire Chief Meeres tells why the loss was so small:

"We make a strict inspection of all yards, lanes, public buildings and heating plants in the business district. We believe in prevention and precaution. Merchants and others must burn all their inflammable rubbish in metal receptacles. We regulate the storage of oils, gasoline and explosives, and inspect the storing of such materials. We endeavor to keep our fire department up to date and I know of no volunteer fire department who practise as often or regularly. There has been no need to limit the height of our buildings up to the present; the highest building as yet is only four stories. I am endeavoring to have a still more rigid inspection of old buildings, with reports on risks from furnaces, lighting, wiring, etc. Our fire loss for the last five years has not exceeded fifteen hundred dollars per annum. We are making every effort to keep it from rising."

Fire Chief Buchanan, of Winnipeg, gives his opinion of inspection as follows:

"This department inspects all business and public buildings, semi-annually. During the year 1912, 1,500 inspections were made, and we find these inspections prove of great advantage in cases of fire. Generally speaking, inflammable rubbish is removed immediately on our orders, which we certainly believe is very beneficial. We also have the cleaning of chimneys in this department, and during 1912 there were 10,000 certificates issued. In cleaning chimneys a great many defects are found that would not otherwise be noticed, and the owner is immediately requested to repair or rebuild as the case may require. Thus a great many fires that might prove serious are averted."

These are the opinions of experience and they indicate that, in the matter of inspection, firemen should have as much authority as medical health inspectors or policemen.



The Industrial Quagmire

Wage-Earner—"The more I take of these money bags, the deeper I sink into the blanky mire. How am I to get back?"

—Liberty and Progress.

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary of the Association

Advertising Swindles—Extra Provincial Test Case—Habeas Corpus Proceedings and the Immigration Act—Switching Tariffs—Average Demurrage—United States Tariff Bill—Customs Cartage—1913 Canadian Trade Index.

IS there a tendency toward paternalism in the work of the Manufacturers Association? How can it bestir itself for the protection of its members without being paternal? What is paternalism, anyway?

The principal discussion at the April meeting of the Executive Council hinged upon this more or less academic point.

The INDUSTRIAL CANADA Committee brought in a recommendation for the appointment of a Committee on advertising with a view to suppressing as far as possible those piratical schemes, familiar to every business house, which savor of blackmail. Their thought was that members of the Association might be advised of the fact that there was a Committee, formed for the special purpose of investigating all sorts of questionable schemes in behalf of which manufacturers were canvassed, and encouragement given them to call, in all such cases, for the production of a letter showing that the proposition had been looked into and approved of by this Committee. The inability of the canvasser to produce such a letter would at once suggest the need for caution, and a report of the interview sent in to the Committee might lead to the timely exposure of a big fraud.

This is what some members of the Council characterized as paternalism. "Any business man whose head is screwed on right ought to be able to judge of such things for himself, without advice from a Committee," said Mr. Fleming. "All he wants is the courage to say No."

Messrs. Fairbairn and Clarke moved to strike the clause out of the Committee's report altogether, but by a narrow margin an amendment of Messrs. Stewart and Waddie was carried, instructing the Commercial Intelligence Committee to proceed with the suggestion until the Annual Meeting, in September, when its merits could be better judged by the results achieved.

Financial.

The report of the Treasurer was received with considerable satisfaction, showing as it did an increase in the Association's assets over what they were a year ago of approximately $17,000. The increase in actual cash was about $9,000. The balance on hand at March 31st was $19,142.

After an absence of nearly thirty years, the Treasurer, Mr. Booth, is going back this month on a visit to his old home in England. It was suggested that he might take some of the Association's surplus with him, but he contented himself with taking only the best wishes of his fellow members, which were extended to him with a right good will. Meanwhile, the Chairman of the Finance Committee will sign Association cheques in his absence.

Payment of Delegates' Expenses.

Dealing with an application from the Montreal branch for a ruling on the above matter, the Finance Committee stated that they had always felt a great deal of reluctance in making a general ruling, lest it lead to abuses, and the incurring of larger expenses than would really be necessary. At the same time they expressed their readiness to consider on its merits any case that might arise under this head, and the Secretary was instructed to invite the Montreal Executive to submit full particulars.

Canadian Trade Index.

Tenders are now being received for the paper and printing of the forthcoming edition of the *Canadian Trade Index*, which is expected to make its appearance about July or August next. A new feature of this year's edition will be a section of miscellaneous commercial information, not readily obtainable in any other publication. A proposed table of contents for this section was submitted to the Council and approved, with permission to bring forward a supplementary table of contents at a later date.

British Empire Trade Mark Association.

The above Association has been formed in England for the purpose of popularizing a trade mark, to be registered in every country in the world, by means of which goods can be identified as the product of some part of the British Empire. The Canadian Manufacturers Association was asked to express its sympathy with the principles of this Association, and to testify through its properly accredited officers, before the Dominion Trade Commission, as to the advantages which it saw in such a movement from the standpoint of inter-imperial trade.

The Council willingly gave its hearty endorsation of the principle involved, but foresaw difficulty in carrying the plan into effect, and in properly protecting the Trade Mark against unauthorized use. Beyond this mere formal expression of approval, therefore, it decided to take no further action until evidence had been supplied as to the feasibility of the proposal.

Test Case on Extra-Provincial Licensing Acts.

The Supreme Court of Canada has rendered judgment in the case of the John Deere Plow Company v. Agnew, which involved the interpretation and validity of the British Columbia Extra-Provincial Licensing Act, and incidentally the validity of the Licensing Acts of the other Provinces. The judgment allows the appeal and reverses the decision of the lower court, which dismissed the action. Only three of the Judges of the Supreme Court have thus far given their reasons for their decision. These reasons, while constituting a precedent which will save the members of the Association many thousands of dollars and an immense amount of irritation and inconvenience, do not, in the opinion of the Council, go far enough, though they were sufficient to carry the case

in point. The Council consider that it is a matter of the greatest importance to secure a decision that a company operating under a Dominion Charter is not in any way subject to the Extra-Provincial Licensing Acts, and to this end they have instructed the Legal Department to institute proceedings on a second case, which it is proposed to appeal directly from the lower court in British Columbia to the Privy Council without any intermediate appeal to the Supreme Court of Canada. The case would thus take the place of the Agnew case already decided.

Habeas Corpus Proceedings Under the Immigration Act.

Attention was drawn by the Parliamentary Commitee to the detention and threatened deportation of certain photo engravers for failure to comply with the provisions of the Immigration Act. This was a case where men had been engaged in England to come to Toronto for the purpose of breaking a strike. Their fares had been advanced, and as a means of complying with the requirements regarding landing money, each man had been supplied with a Bank dratt on Toronto for the requisite amount. Questioned by the Immigration Inspector at the port of landing, the men admitted that they did not regard the money as their own; that they understood it had been supplied them for the above mentioned purpose.

As the regulations state that the immigrant must have in his actual possession a certain amount of money belonging absolutely to him, the Department ruled that the regulations had not been complied with; first, because a bank draft payable at a certain point was not readily negotiable, and secondly, because the money it represented did not belong absolutely to the immigrant. An order was accordingly issued for the deportation of these men.

As a means of testing the legality of this detention and impending deportation, the employers concerned instituted Habeas Corpus proceedings. A writ of Habeas Corpus was applied for, and in the argument which ensued counsel for the Government waived any objection on the ground that a bank draft was not the equivalent of money. Counsel for the Government did argue, however, that the men were disqualified on the ground that the money did not belong absolutely to them. On this point the Judge held that what the men might owe did not enter into consideration at all; so long as they were legally in possession of the money for the time being they could not be debarred under the Act. An order for their release was accordingly issued. Another lot of men who were subsequently detained at St. John were released on the institution of similar proceedings.

Steam Boiler Act—Ontario.

At the instance of manufacturers of portable boilers representations were made to the Government with regard to the Boiler Inspection Act before the Ontario Legislature. This bill was introduced at the instance of, and was supported by, the manufacturers of stationary boilers with a view to securing uniformity in construction and regulation throughout the Dominion. There were a number of features of the bill, however, which would have been very oppressive upon manufacturers of portable boilers and threshing engines. A deputation of the latter waited upon the Minister of Public Works and secured an amendment by which portable boilers to be used exclusively for agricultural or horticultural purposes will not be included in the Act. The intention is, however, that in a few years such boilers will also be subject to inspection, while under construction.

Bulk Sales Act—Ontario.

The Bulk Sales Act, which was introduced in the Ontario Legislature and read a first and second time, has been laid over on account of opposition from certain retail interests. The understanding is, that between now and the next session of the Legislature the representatives of the wholesale and retail interests are to get together and frame a measure that will be mutually satisfactory. Whether this is possible or not, remains to be seen, but the Association will make every effort to meet the retail interests during the interval, and even though a compromise cannot be reached a bill will be introduced and pressed again at the next session of the Legislature.

New Switching Tariffs East of Port Arthur—Effective March 25th.

The Toronto and Hamilton Boards of Trade filed general complaints against the increased rates provided for in these tariffs, and were heard at sittings of the Board in Hamilton on April 28th and Toronto on April 29th.

A number of specific complaints received by the Canadian Manufacturers Association's Transportation Department were disposed of by the railways reinstating the old rates.

Allowances from Track Scale Weights and for Dunnage.

The application of the railways for a re-hearing in this matter was heard in Ottawa on March 18th. The railway companies offered an allowance of 500 lbs. for dunnage on shipments of agricultural implements, machinery, stoves and vehicles. It was originally proposed to discontinue making any allowance.

After the hearing the railways intimated that they were prepared to extend the allowance to all articles requiring dunnage.

The recognition of the principle of dunnage means the saving of thousands of dollars annually in freight charges, as well as better shipping conditions.

As regards allowances for variation in track scales, tare of cars and accumulation in and on cars, they maintained their former position, namely—that there should be no specific allowance, but rather that the matter should be left to the discretion of their weighmen. The Commission did not seem inclined to take this view of the matter.

As both matters are to be heard at different points in the West, no decision will be given out for some time.

Average Demurrage Plan.

As the majority of members heard from in reply to a recent circular on this subject expressed themselves as being in favor of this plan, the Transportation Manager duly filed with the Board of Railway Commissioners an application for an extension of the Canadian Car Service Rules to cover same. Some of the reasons submitted in support thereof were:—

1. It means the more rapid placing of cars for loading, or unloading, thus effecting a saving in the cost of handling by the railways.

2. Cars will be made empty faster and will be placed at the disposal of the carriers earlier, and not only the receiver who takes an interest in releasing his cars, but every shipper will be benefited.

3. It will remove the friction which frequently arises between the carriers and the receivers in respect to weather interference and bunching in transit.

4. Its adoption should to some extent at least overcome the complaints which are constantly being made to the Board

of failure on the part of the carriers to furnish the necessary equipment without delay for the carrying and delivering of all traffic offered.

5. It is the result of many conferences between shippers and carriers in the United States and was adopted by the Interstate Commerce Commission as being fair and just to the shippers, receivers and carriers.

6. It has been given a thorough trial in the United States and it is believed has resulted in improving conditions for all concerned.

7. The system is different from that referred to by the Board in the memorandum respecting car service rules, dated January 25th, 1906, which accompanied order No. 906, and that asked for by the Wallaceburg Sugar Refinery Company and which the Board dealt with, in that it limits the credit on any one car, and in no case shall more than five days' credit be applied in cancellation of debits accruing on any one car.

8. It is optional; a shipper or receiver not interested will still have the present rules.

Ocean Rates.

On complaint of members in regard to the excessive increase in ocean rates it has been suggested to the Department of Trade and Commerce that there should be an immediate investigation, especially of the lines which enjoy heavy subsidies, for the purpose of ascertaining whether or not there is justification for these increases.

United States Tariff Bill.

On account of the widespread interest likely to be taken in the new United States Tariff Bill by Canadian manufacturers, the Council authorized the issue of a circular letter to members stating firstly, that the full text of the proposed new tariff will be on file in the Association's Tariff Department, and that the progress of the bill at Washington, including amendments, would be followed closely by the Committee's Secretaries; secondly, that members interested might always obtain the latest information by addressing a letter to the manager of the Tariff Department.

Customs Cartage.

The new Customs Cartage regulations issued by the Department of Customs were brought into operation at Winnipeg first through the expiry there of cartage contracts. Under these regulations instead of the Customs paying cartage on goods ordered to the examining warehouse for examination and appraisal the consignee was required to pay 10 cents per package for cartage from the freight sheds to the examining warehouse and 12 cents per package for cartage thence to his premises. This double cartage charge was considered a hardship and was so represented to the Department of Customs. On April 7th, the Commissioner of Customs instructed the Collector of Customs, Winnipeg, to discontinue charging for cartage of goods from the examining warehouse to consignee's premises. The railway companies have advised the Department of Customs that where they collect cartage tolls at cartage stations such cartage tolls will affect delivery of goods to the examining warehouse—the tolls so collected from the public being in accordance with the tariffs filed with the Board of Railway Commissioners.

Customs Decisions.

The following Customs Decisions were reported to the Council:—

Klaxon Motor Driven Electric Horns—Ruled to be dutiable under Item 453 of the Tariff; General Tariff 27½ per cent. ad valorem.

Talcum Powder Tins—Ruled to be dutiable under Item 344 of the Tariff; General Tariff 25 per cent. ad valorem.

Ground Shale, per sample: Ruled to be dutiable under Item 711 of the Tariff; General Tariff 17½ per cent. ad valorem.

Wire Solder—Ruled to be dutiable under Item 711 of the Tariff; General Tariff 17½ per cent. ad valorem.

Front Axle Forgings. with yokes or jaws to carry front wheel spindles of automobiles when imported in the rough and not machined in any way, ruled to be dutiable under Item 343 of the Tariff; General Tariff 30 per cent. ad valorem.

Steel Cylinders, being usual coverings containing anhydrous ammonia under pressure; ruled to be dutiable under Item 710 B of the Tariff; General Tariff 20 per cent. ad valorem.

Jute Silver, per sample, used as a protection in the manufacture of lead covered cable; ruled to be free under Item 542 of the Tariff.

Mailing Cases, per sample, made with tin ends and paper sides; ruled to be dutiable under Item 344 of the Tariff; General Tariff 25 per cent. ad valorem.

Fused Blank Lenses of Glass, per samples, for the manufacture of spectacle lenses; ruled to be dutiable at 22½ per cent., General Tariff.

Spoolers and Warpers, specially adapted for use in cotton mills; ruled to be dutiable under Item 468 of the Tariff; General Tariff 10 per cent.

Customs Grievances.

Complaint was made by one of the members present that Customs officers were not sufficiently active in keeping track of United States prices. It was alleged that in some cases new prices were in effect for four or five months before Canadian Customs authorities were aware of the fact. It was also alleged that shipments were frequently being entered at a lower rate of duty than the one which should properly apply. This arose through the fact that shipments often consisted of two or more kinds of articles, as for example, hinges and screws, one bearing one rate of duty and another, another. It was claimed that the department was applying to such shipments the rate of duty applicable to the major portion. This it was claimed often did the Canadian manufacturer a serious injustice. The manager of the Tariff Department will be grateful for any specific information which members can supply him on either of these points prior to making representations in regard thereto to the Government.

May Council Meeting.

This month the Executive Council of the Canadian Manufacturers Association meets in Montreal. The annual meeting of the Montreal branch takes place on the evening of May 15th. It will be preceded by an informal dinner at which all visiting members of the Council will be the guests of the Montreal branch.

New Members.

The following is a list of the new firms admitted to membership in the Canadian Manufacturers Association last month:

Montreal.

Labrecque and Pellerin.
S. Medine and Company.
Montreal Dairy Co., Limited.
National Builders' Supply and Enamel Concrete Brick Co., Ltd.
Queen Skirt Company.
Standard Leather Goods, Limited.
John Stewart and Company.
Stylecraft Manufacturing Company.

Redcliff, Alta.
Alberta Ornamental Iron Co., Ltd.
St. Johns, Que.
Canada Grip Nut Co., Ltd.
Toronto.
Canada Creosoting Co., Ltd.
Davison and Oakley, Limited.
The Hendee Mfg. Company.
Noble Scott Limited.
Toronto Brick Co., Limited.
The S. S. White Dental Mfg. Co.
The Allward McCormick Glass Co., Ltd.
Canadian Mineral Rubber Co. Ltd.
The Prairie Glass Co., Ltd.
Reliance Ink Co., Ltd.
Winnipeg Cabinet Factory, Limited.
Winnipeg Foundry Company.
J. W. Wright.

FIRE PREVENTION.

A permanent Fire Prevention Committee has been formed in Montreal. Organization took place at a meeting held in the rooms of the Canadian Manufacturers Association when delegates representing the Board of Trade, the Chambre de Commerce, the Architects' Association, the Builders' Exchange, the Canadian Fire Underwriters' Association and the Canadian Manufacturers Association were present. On motion of Messrs. T. H. Wardleworth (C.M.A.) and T. L. Morrisey (C.F.U.A.), a resolution was passed to the effect that the various organizations represented be asked to appoint three delegates to act permanently on a Fire Prevention Committee, the convener of the committee to be the chairman of the local branch of the Manufacturers Association

The representatives were asked to report at once to their different organizations and to ask for their approval to the movement, in order that the work of the committee may be started at once.

C. M. A. IN BRANDON.

A branch of the Canadian Manufacturers Association has been organized in Brandon, Manitoba, by Mr. G. F. C. Poussette, Western Secretary. The officers are as follows:—President, Jas. Vasbinder; Vice-President, E. B. Gas; Honorary Secretary, J. M. Douglas; Executive, Messrs. Williamson, A. R. McDiarmid, Trumbell, Crouch and Borbridge.

Among the firms that have joined the Association already are McDermid & Clark, Hanbury Mfg. Co., Brandon Tannery, Western Canada Flour Mills Co., Geo. White & Sons, Ltd., Brandon Machine Works, Brandon Brewing Co., and the Empire Brewing Co., Manitoba Windmill and Pump Works, and the International Harvester Co. of Canada.

WIRELESS USED IN FORESTS.

The United States Forest Service is conducting experiments in the use of wireless telegraphy and wireless telephones as a practical means of communication between fire patrol-men and the headquarters office. Quick communication means the arrival of fire-fighters in the early stages of a fire. This in turn means that many fires will be extinguished in their incipiency, with only nominal loss.

LATENT WATER-POWER IN BRITISH COLUMBIA.

Recent Provincial Report Gives Much Valuable Information.

The Minister of the Department of Lands of British Columbia—Honorable W. R. Ross—who has jurisdiction over the waters of the province, has just issued his annual report for the year ending 31st of December, 1912.

This report is a comprehensive and valuable publication, and sets forth the work which is being performed and which has already been accomplished in connection with the administration and use of the waters of the province. More particular attention is given to the subject of irrigation on account of the great importance which attaches to the use of water for agricultural purposes in British Columbia. Specific reference is made to some of the more important water-power streams in the Kootenays. For example, a special investigation has been made upon the Kootenay river, which has a total fall of 330 feet in a distance of eighteen miles. As is known, the well-constructed plants of the West Kootenay Power and Light Company, which supplies electric energy to so many of the mining plants in the "boundary country," are situated upon the Kootenay river at Upper and Lower Bonnington Falls.

Reference is also made to the Pend d'Oreille river. It is one of the more important water-power streams of the Northwestern States; the larger part of its drainage area of over 25,000 square miles is in the United States. In Canada the Pend d'Oreille has a fall of 423 feet in sixteen miles.

When one bears in mind the grant recently made by the United States Government to the Montana Water and Power Company, which company proposes to supply the power for the electrical operation of 450 miles of line of the Chicago, St. Paul and Puget Sound railway between Harrowtown, Montana and Avery, Idaho, at an estimated annual saving to the road of $250,000 per year, one is impressed with the latent hydro-electric possibilities of important rivers like the Kootenay and the Pend d'Oreille.

This report of the Department of Lands contains the report of the Minister, reports by the heads of various branches, including the forest water branch and survey branches. It contains acts and regulations appertaining to various natural resources, and descriptions of how applications may be made to secure various grants and permits permitting their use.—*Conservation Commission Bulletin.*

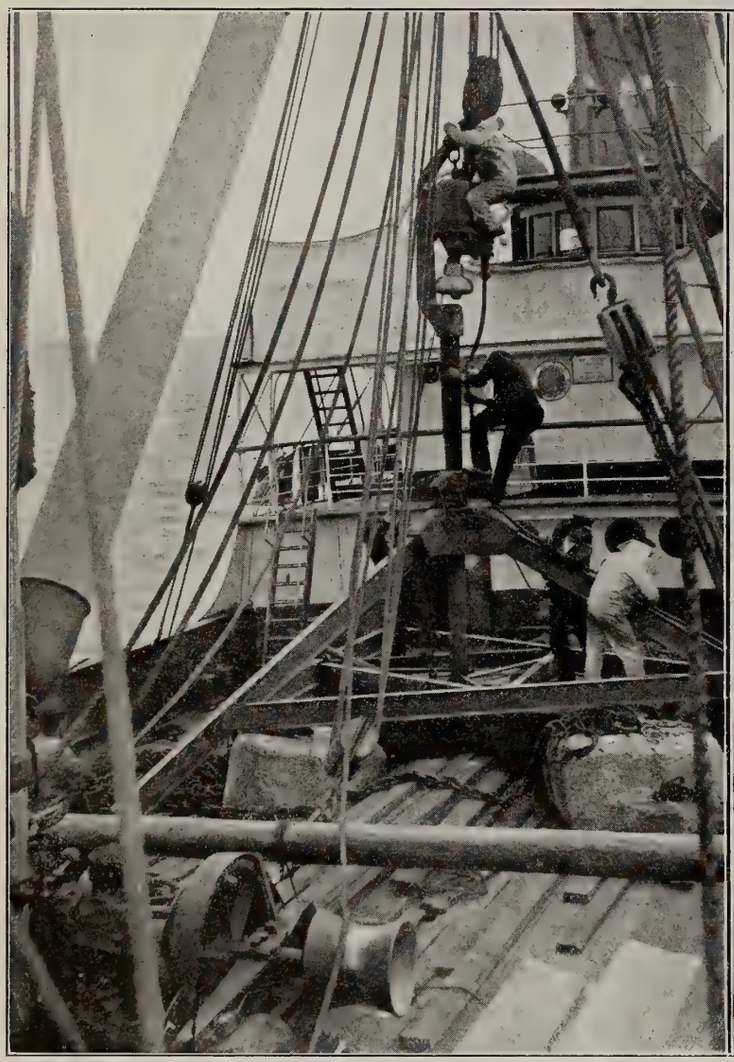
FORESTRY CONVENTION.

The Canadian Forestry Association will hold a convention in Winnipeg on July 7, 8, 9. The Manitoba Government, the city of Winnipeg and the Manitoba Horticultural and Forestry Association will co-operate.

The average value per acre of farm land in the United States rose from $15.57 in 1900 to $32.40 in 1910, a rise of 108 per cent.—*United States Census Bulletin.*

FACTORIES FOR RENT.

For the encouragement and housing of infant industries, a syndicate has been formed in Brantford, Ont., which will build 3-storey factory buildings for rental. The Greater Brantford Board proposed the scheme, which has been taken up by local capitalists. An expenditure of $30,000 is planned on the first building.



Erecting Tripod on Deck



Lowering a Tripod into Position Beneath the Water

SUBMARINE WARNINGS TO SHIPS

By W. W. STUMBLES

Of the Department of Marine and Fisheries

SEVERAL persons interested in sound signalling and reflection of sound have recently been engaged in inventions to aid mariners on dark nights, or in fog, when lights are obscured. Two young men in England have patented an invention that indicates the approximate distance between two passing vessels or the position, on the port or starboard side, of a vessel equipped with the receiving apparatus. Sound proceeding from a steamer's whistle at varying distances and conveyed by the air is received by the apparatus and the position of the vessel from which the sound proceeds is indicated.

Dangers of Navigation.

Sir Hiram Maxim's sensitive electrical sound receiver is of a different character and is intended to indicate by sound reflected in fog, haze, or thick weather, icebergs or other floating objects in a vessel's course. It is a well known fact that steamers, at night or in fog, "feel" their way along the northern coasts of British Columbia and Alaska by the use of the steam whistle, the cliffs or echo boards returning the sound. The distance from land can be pretty accurately judged by the volume of the echo.

The elements and their changing conditions frequently have the mariner in their power. Submerged dangers in narrow channels, or on the coast, often perplex the commander of a ship, but it is satisfactory to know that, by the ingenuity of man, the elements may be used to warn captains of their proximity to dangers. Fog-alarm sounds, with the air as a medium, reach the vessel and the mariner is on the alert. This aid, however, is not always reliable, as the medium, owing to its mobility, is capricious. Sound conveyed by the atmosphere is often carried by currents in a direction not intended and if a strong wind is blowing against it, it is raised and passes over the vessel unheard.

Water, owing to its uniform character and density, is by far the better medium for sound waves or vibrations, and hence submarine warnings are proving so effective in practice that the different nations are adopting them by the establishment of stations and submarine bell attachments to buoys.

Water and Sound.

The history of experiments, in brief, regarding water as a medium for transmitting sound, may not be uninteresting here

as a matter of information. Colladon, in 1826, had a bell weighing 150 pounds suspended about 5 feet under the surface from the side of a boat in Lake Geneva. The bell was struck by a hammer at the end of a lever. He stationed himself eight miles distant in another boat equipped with a tube 9 feet long, hung vertically. The lower end of the tube was spoon-shaped to catch the sound, with the orifice closed by an elliptical tin plate, 2 feet square in area. The orifice at the upper part of the tube was arranged for insertion in the ear. With this crude apparatus the sounds of the hammer on the bell were heard with perfect distinctness, when the surface of the lake was smooth and also when agitated.

In 1883, plans were prepared by Prof. Lucien Blake of the United States for producing sound on board ship by means of fog horns sounding beneath the surface, and these plans included a receiving apparatus for sounds transmitted. The Submarine Signal Company of Boston, practically applied sound signalling under water in 1903 by furnishing the light vessels at Boston, Nantucket, Fire Island and Sandy Hook with submarine fog-bells.

How They Work.

The acoustic arrangements of the submarine warnings can only be described here in a general way, as details of the mechanism of the various types of apparatus in use would occupy too much space. Stations are connected on land with lighthouse stations similar to aerial fog-alarms, or, are located separately where necessary. Each submarine station contains an engine, which furnishes power for ringing the bell attached to a tripod placed in water deep enough to allow a deep draught vessel to pass over without contact. An electric bell is used in deep sea generation of sound. The cable, at some stations, is often several miles in length, reaching from the tripod to the shore. This cable is about 1¼ inches in diameter, and contains four copper conductors which are covered with rubber insulation and are held together by a covering of jute and steel armor wire. Two of the conductors supply current for ringing the bell and two are telephone wires.

The power sending apparatus varies in kind, according to the choice made or the importance of a station. Electric, pneumatic, automatic and hand apparatus are now in use.

On lightships anchored many miles from shore, pneumatic mechanism rings a bell hung from a davit over the side of a ship. Rubber twin hose and piping connect the bell with the air supply on board, compressed by steam from the boiler of the lightship. The bell is lowered to a depth of 25 feet and is raised and lowered by a windlass. The bell mechanism and case together weigh about 450 pounds, and measure over-all 15½ inches in diameter by 39 inches in height.

Difficulties of Transmission.

Coast buoys marking dangers, or channel buoys, are amongst the aids used for attaching bell mechanism. Aerial bell buoys, of different types and the larger sized whistling buoys, have long been in use, but the same difficulty in the transmission of sound exists as in aerial fog alarms. The submarine bell buoy may be either a lighted or an unlighted one, but any ordinary can or conical buoy, of sufficient size and buoyancy to support the actuating mechanism, has been found satisfactory. The bell is rung automatically by the rise and fall of the buoy, caused by the motion of the water. Even in comparatively smooth water, the buoy has enough energy to produce sound.

At land stations and on lightships, a code has been arranged to enable the officers of a ship supplied with the code to ascertain the latitude and longitude of their ship when observations for this purpose have been impossible. An attachment called the code ringer forms part of the apparatus, and the value of the code, has, in several instances of casualties to liners, been proved by enabling a vessel in distress with wireless telegraphy equipment to communicate to other vessels with wireless apparatus its exact position.

The Receiving Apparatus.

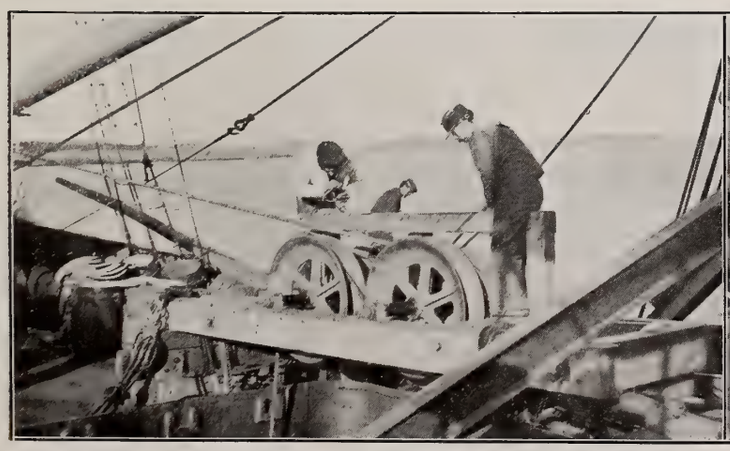
Without the receiving apparatus on board a ship, the submarine warning bell would be of no value. The refraction of sound waves is utilized by means of the receiver which is fastened well forward of a ship and under the water line.

These receivers contain telephone apparatus, dry batteries for supplying an electric current for the telephone, microphones for transmitting the bell sounds to the telephones, tanks to contain the water in which the microphones are immersed, junction boxes and conduits holding electric cables for connecting the indicator box; also switches for connecting alternately the receivers on the sides of the vessel.

One important feature in connection with the practical use of the receivers is the facility with which an officer, in approaching a station or buoy, can determine upon which side of his vessel, in a fog or thick weather, the warning is located. Louder sounds emanating from the bell are heard upon the side towards the station or buoy, but if no difference of sound is apparent between the two receivers, the officer may conclude that the bell is located directly ahead.

Work of the Government.

The adoption of submarine warnings was considered by the Marine Department of Canada as early as 1903. Examination of the experimental operations near Boston, led to the estab-



Cable Laying Gear Used at Louisburg, Yarmouth and Negro Head



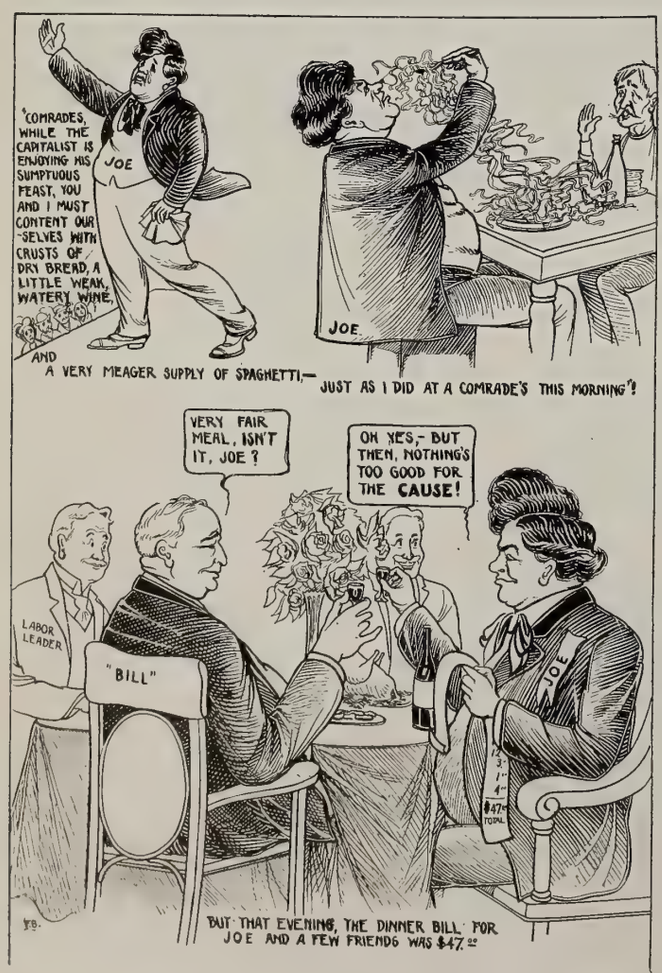
Submarine Bell Cable Landing Chebucto Head, N.S.

lishment of several bells and their equipments in Canadian waters; one at Chebucto Head, Nova Scotia; one on the Lurcher Lightship, Bay of Fundy; one on Anticosti Lightship in the Gulf of St. Lawrence; one each on the Red island, White island and Prince shoal lightships in the St. Lawrence river. There are now 13 bells in use, including stations, lightships and buoys, in Canadian waters; one of which is on the Great Lakes and one in British Columbia. It was provided in the original contract with the Submarine Signalling Company of Boston, that receivers and their special attachments would be supplied vessel-owners at reasonable prices.

In the United States, about 35 bells are in use on the Atlantic coast; 8 on the Pacific coast and 11 on the Great Lakes. Great Britain has in operation about 30, Germany and France a considerable number each, and Russia, Denmark, Sweden and Belgium and the Netherlands, a small number each.

It must be quite apparent that the increased demand for submarine warning bells, in any waters, will depend upon the more extensive adoption of receiving apparatus by the owners of vessels who prefer this method of danger signals.

The regulations in force in Canada require an officer at a land station to start the ringing of the bell in thick or foggy weather and to cease the operation when it is clear for at least five miles from the station, but this may not assist a vessel in fog a greater distance than five miles. It is a common experience on board vessels with receivers to hear the warnings from lightships and light-stations 10 to 15 miles, especially when the tripod carrying the bell is in deep water and the vessel with the receiver is a deep draught one. Coasting or light draught steamers hear the bell sounds from 5 to 8 miles.



Makes all the Difference
—American Employer.

There is no doubt that submarine warnings are great aids to navigation; how great it is impossible to say, as there is no method of knowing how many wrecks they prevent.

BRITISH COLUMBIA LEGISLATION.

By R. H. H. Alexander, Secretary B.C. Branch.

There was not the slightest possibility of the Eight Hour Day Act, introduced by Mr. Place, being passed at the present session of the B. C. Legislature, as it is one the Socialists delight to bring regularly in, and, as usual, it fell by the wayside.

Very little legislation was passed affecting manufacturers, although some amendments were made to the Taxation Act, the poll tax being done away with this year, and the intention of the Government announced to exempt improvements from taxation two years from now, as also the abrogation of the personal property tax, and the rearrangement of the income tax four years hence.

Salmon Canners Affected.

The manufacturers most directly affected this session were the salmon canners, whose tax of two cents per case was increased to four cents. This is in line with the announced policy of the Government to make our natural resources bear the brunt of the taxation. The lumbermen will get their dose three years hence—in 1916—when the Government intends increasing the royalty from fifty cents to one dollar per M.

The amendments to the Companies Act were all of a minor character. One of these made provision whereby a company which feels aggrieved at having been struck off the register may be reinstated by application to the court, and by satisfying it that the company should have been kept on the register.

BRITISH TRADE WITH CANADA.

Mr. J. E. Ray, Canadian Trade Commissioner at Birmingham, Eng., says: "It is stated on good authority that, 'with a view to preventing the development of Canada falling mainly into American hands, a representative of an influential group of British financiers has just sailed to the Dominion with the object of starting branches of several important British industries in the chief centres there. The industries will be financed with British money, and the interests concerned have put up five millions pounds sterling in order to carry out their enterprise. Several concessions have been obtained by those interested in this scheme, and others have been promised by the Canadian local authorities."'

FREE TO EARN.

You cannot be a good unionist if you work hard. A stove-moulder employed by Messrs. A. Simpson & Son, Ltd., Adelaide, was paid a bonus of 9d. in addition to his weekly wage of £3 for all washing copper castings he could make in excess of fifty a week. Under these arrangements the moulder turned out between sixty and seventy castings a week. The Iron-moulders' Union, which had previously decided that thirty-eight castings was a "fair week's" work, at once took decisive action. It ordered the moulder to reduce his output to fifty-five, so as to bring down his weekly earnings to £3 3s. 9d. The moulder, who was a loyal unionist, begged the executive to alter its decision, but they expelled him. He is now a free man, and may earn as much money as he likes.—*Liberty and Progress, Australia.*

A CANADIAN BUREAU OF CHEMISTRY

By T. LINSEY CROSSLEY

The Analysis of Raw Material or the Goods of Foreign Competitors Would Give Much Valuable Information to Canadian Manufacturers.

THE leading countries of the world have spent money and equipped laboratories for the investigation of industrial problems. Specialists in every branch of chemical technology are retained and kept busy working out and improving upon industrial processes for the commercial benefit of the country at large. Is Canada waiting for the cream to be skimmed before her industries have such help? How long can we go on appropriating the results of the United States Bureau of Chemistry before we feel called upon to unearth a few valuable facts for ourselves from the field that is peculiarly ours? This does not overlook the existence of laboratories under the Departments of Agriculture and Inland Revenue. The work done in these departments by Dr. Robertson and Mr. Thos. Macfarlane, Dr. McGill, and Prof. Shutt, will bear fruit and has been of great value to the country. The laboratories of the Mines and Forestry Branches under Dr. Haanel and Mr. Campbell are only beginning. It is time to ask when other equally deserving industries are to have the same recognition. When are the general industries to be assisted in a similar way?

Form Bureau of Chemistry.

A proposal to equip a Forest Products Laboratory has been made. It appears opportune to emphasize strongly the need for a well organized Bureau of Chemistry, and the correlating or consolidation of the various units now working under separate departments. The expense need not be great as it is not at present necessary to equip so much as to co-ordinate and extend the present various equipments. The future necessity is one of administration. The existing facilities and staff should be utilized to prevent overlapping, so that expansion may produce efficiency, rather than mere bulk. The laboratories need not be located at one place, but should be parts of one system under a central head. Any recognized Canadian University or technical school having well equipped laboratories for special work might become the centre for some one distinct branch of industrial and chemical research. Well known consulting chemists and chemical technologists in the various centres could be appointed referees for the branches of industrial chemistry in which they specialize.

Forests and Water Power.

The forest areas assure Canada a leading place in the supply of wood products, paper pulp and power. The lumbermen are wasting the tops and branches, and the pulp men are now wasting the non-fibrous constituents. How may these be saved? It has been proven in Sweden and other parts of Europe that industrial alcohol can be made profitably from the waste liquors of pulp mills. These liquors, containing about 15 per cent. of the solid matter of the wood, are run to waste in the mills of this country.

Canada is said to have 40 per cent. of the water powers of the world. These great water powers have been regarded as of limited value, depending upon their geographical position in relation to centres of population, raw material, and freight conditions, or transmission cost for power. 80 per cent. of the atmosphere is nitrogen and its fixation in a material form is being practically accomplished. The value of available nitrogen to an agricultural community is unquestioned. The sine-qua-non is cheap power. Every water power therefore, is well situated in relation to a valuable raw material which is laid right into the mill free of charge or cost, and which is inexhaustible.

Applied Science to Manufacturing.

In every branch of industry the need is felt for the exploitation and adaptation of new raw material and bye-products. Private consulting and analytical chemists cannot afford time or space to engage largely in such work, and university laboratories are not equipped to do it.

The value of systematic work by co-ordinated departments in research has been shown recently by the work undertaken by the U. S. Government in examination of oilfields and valuation of fuel oil. The work done led up to the use of a crude oil, which was considered almost worthless. The same kind of work is being done to discover what sources of potash are available in that country, and what chemical and engineering difficulties would have to be met and overcome for their successful development.

Canada has deposits of a number of raw materials which might be made available for use in many industries, glass-making, ceramics, wood products, food growing and packing, paper, flax, and chemicals, and of metalliferous ores.

Very important work in a Government Bureau of Chemistry would be the standardization of industrial raw materials, the preparation of standard typical specifications, to be eventually given legal recognition in connection with contract agreements. Standards for paints, oils, fuels and many other raw materials are needed. Much paper that is now imported might be made here after some investigation in a well equipped laboratory. Canada might grow a great deal more wool and produce clothing at home to suit this climate and our future home market.

The Experience of Europe.

Carefully standarized technology is the secret of success that has been recognized in the older industrial centres of Europe. Sorting out grades and qualities in a national laboratory would go far toward the accomplishment of Canada's industrial destiny.

It has been a habit with Canadian capitalists, when establishing an industry to look abroad for an expert; when one is found he is imported. He knows nothing of the peculiar local conditions—freight, labor, climate, and, consequently, he is often found to be costly and unprofitable. A Canadian, experienced in technical details and having a knowledge of Canadian affairs, should preferably be chosen and sent abroad to investigate the industry in question. A proper study of Canadian chemical resources would show that problems peculiarly Canadian require a solution meeting Canadian conditions.

Another reason why the institution of a Bureau of Chemistry is needed is because the Canadian domestic markets are not the chief factors involved. The greatest consideration in this case is that industrial predominance in the future depends on cheap power, with domestic foods and textiles. That Canadian industrial life may be given the trend that will help it to take its proper position in the commerce of the future, a thorough investigation of possible resources is needed. Such work becomes naturally a matter for Government action.

PROPOSED UNITED STATES TARIFF

By J. R. K. BRISTOL

Many Items Transferred from Dutiable to Free List. Ad Valorem Duties Widely Supplied. General Cuts in Ordinary Commodities of from 1-2 to 1-3 Old Rates

MEMBERS of the Association are interested in the tariff bill brought down on April 8th, and now before the United States Congress. President Wilson has fulfilled his promises to revise the tariff downward towards a revenue basis. Members wishing to receive information on specific tariff items in which they are interested are invited to correspond with the Tariff Department.

Below are presented comparisons of old and new tariff rates on a selected list of representative articles. The rates contained in the new bill are compared with those of the present law. The list accurately portrays the character of the new tariff. At the Democratic caucus, buckwheat, rye and shoe machinery were added to the free list.

SCHEDULE A.

Classification of Present Law (Act of 1897).

	Present Tariff.	New Tariff.
Acids—		
Boracic	3 cents per pound	¾ cent per pound
Gallic	8 cents per pound	4 cents per pound
Lactic	3 cents per pound	1½ cents per pound
Oxalic	2 cents per pound	2 cents per pound
Salicylic	5 cents per pound	2½ cents per pound
Tannic or tannin	35 cents per pound	4 cents per pound
Tartaric	5 cents per pound	3½ cents per pound
Alumina, hydrate of, or refined bauxite	6-10 cents per pound	15 per cent.
Ammonia—		
Sulphate of	Free	Free.
Argols, or crude tartar, or wine lees, crude—		
Containing not more than 40% of bitartrate of potash	5 per cent.	5 per cent.
Coal tar colors or dyes, not specially provided for	30 per cent.	30 per cent.
Collodion, and all compounds of pyroxylin	45 cents per pound	15 per cent.
Ethers—		
Sulphuric	8 cents per pound	4 cents per pound
Nitrous, spirits of	20 cents per pound	20 per cent.
Fruit ethers, oils or essences	$1 per pound	20 per cent.
Other, not specially provided for	50 cents per pound	20 per cent.
Glue—		
Valued not above 10 cents per pound	2½ cents per pound	1 per cent. per pound
Valued above 10 cents and not above 35 cents per pound	35 per cent.	15 per cent.
Licorice, extracts of, in paste, rolls, or other forms, n. e.	2½ cents per pound	1 cent per pound
Oils—Peppermint oil	25 cents per pound	25 cents per pound
Coca leaves	5 cents per pound	10 cents per pound
Opium—Crude or unmanufactured, and not adulterated, containing 9 per cent. and over of morphia	$1.50 per pound	$3.00 per pound
Ultramarine, dry, in pulp, or mixed with water	3 cents per pound	15 per cent.
Wash blue, containing ultramarine	3 cents per pound	15 per cent.
White lead, white paint and pigment containing lead, dry or in pulp, and ground or mixed with oil	2½ cents per pound	25 per cent.
Lead, Acetate of—White	3 cents per pound	1¼ cents per pound
Brown, grey, or yellow	2¼ cents per pound	1 cent per pound
Nitrate of	2½ cents per pound	20 per cent
Litharge	2⅝ cents per pound	20 per cent
Potash—Bichromate and chromate of	2¼ cents per pound	1 cent per pound
Nitrate of, or saltpetre, refined	½ cent per pound	$7.00 per ton
(L) Perfumery, cosmetics, and toilet preparations—		
Alcoholic perfumery, including cologne water and other toilet waters, and toilet preparations containing alcohol, or in the preparation of which alcohol is used.	55c. per lb., but not less than 25 per cent.	40c. per lb. and 60 per cent
(L) Preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, pastes, pomades, powders, and other toilet articles, and articles of perfumery, not containing alcohol, or in the manufacture of which alcohol is not used, n. s. p. f.	60 per cent.	60 per cent.
Soap—Fancy, perfumed, and all descriptions of toilet, including medicinal or medicated	50 per cent.	5 to 40 per cent.

	Present Tariff.	New Tariff.
Soda—		
Bichromate and chromate of	1¾ cents per pound.	¾ cent per pound
Crystal carbonate of, or concentrated soda crystals, or mono-hydrate, or sesqui-carbonate of	¼ cent per pound	⅛ cent per pound
Hydrate of, or caustic	½ cent per pound	¼ cent per pound

SCHEDULE B.

Lime	5 cents per 100 pounds	5 per cent.
Plaster rock or gypsum—Crude	30 cents per ton	10 per cent.
Pumice stone—		
Unmanufactured	¼ cent per pound	5 per cent.
Wholly or partially manufactured	35 per cent.	1-6 cent per pound
Asphaltum and bitumen—Crude, not dried or advanced	$1.50 per ton	50 cents per ton
Mica—Unmanufactured, or rough trimmed only	5c. per lb. and 20%	15 cents and 30%
Cylinder, crown, and common window glass, unpolished—		
Not exceeding 10 by 15 inches	1⅛ cents per pound	
Above 10 by 15 inches and not exceeding 16 by 24 inches	1⅝ cents per pound	3 cents per sq. foot
Above 16 by 24 inches and not exceeding 24 by 30 inches	1⅞ cents per pound	4 cents per sq. foot
(L) Plate glass, cast, polished, silvered, and looking-glass plates, exceeding in size 144 square inches—		
Above 16 by 24 inches and not exceeding 24 by 30 inches	13 cents per sq. foot	8 cents per sq. foot
Above 24 by 30 inches and not exceeding 24 by 60 inches	25 cents per sq. foot	12 cents per sq. foot
Cylinder, crown and common window glass, unpolished, when bent, ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, flashed, stained, colored, painted or otherwise ornamented or decorated—		
Above 30 by 40 inches and not exceeding 40 by 60 inches	3 6-8c. per lb. and 5%	Same as above + 4%

SCHEDULE C.

Iron ore including manganiferous iron ore and the dross or residuum from burnt pyrites	15 cents per ton	Free
Iron in pigs, kentledge, spiegeleisen—		
Ferro-manganese	$2.50 per ton	8 per cent.
Spiegeleisen	$2.50 per ton	8 per cent.
All other (except ferrosilicon)	$2.50 per ton	15 per cent.
Scrap iron and steel, waste or refuse, fit only to be remanufactured—		
Iron, wrought and cast	$1.00 per ton	8 per cent.
Bar Iron: Rolled or hammered, comprising—		
Round iron not less than 7-16 of 1 inch in diameter	3-10 cent per pound	8 per cent.
Beams, girders, joists, angles, channels, car-truck channels, TT columns and posts or parts or sections of columns and posts, deck and bulb beams, and building forms and all other structural shapes of iron or steel	3-10 cent per pound	12 per cent.
But not assembled or manufactured, or advanced beyond hammering, rolling, or casting—Valued at over 9-10c. per pound	4-10 cent per pound	35 per cent.
Anchors, or parts of	1 cent per pound	20 per cent.
Bars or rails for railways—Steel	$3.92 per ton	Free.
Tin plates: Sheets or plates of iron or steel, or taggers iron, or steel coated with tin or lead, or with a mixture of which these metals are a component part, by the dipping or any other process, and commercially known as tin plates, terne plates and tagtegs tin—		
Lighter than 63 pounds per 100 sq. feet	1 2-10 cents per pound	20 per cent.
All other	1 2-10 cents per pound	20 per cent.
Steel ingots, cogged ingots, blooms and slabs; die blocks or blanks; billets and bars and tapered or bevelled bars; mill shafting; pressed sheared, or stamped shapes (not advanced in value or condition by any process or operation subsequent to the process of stamping); hammer molds or swaged steel, gun-barrel molds not in bars; all descriptions and shapes or dry sand, loam, or iron-molded steel castings—		
Valued above 1 cent and not above 1 4-10 cents per pound	3-10 cent per pound	15 per cent.
Valued above 7 cents and not above 10 cents per pound	1 9-10 cents per pound	15 per cent.
Valued above 16 cents per pound	7 cents per pound	15 per cent.
Round iron or steel wire:		
Valued 4 cents or less, per pound—		
Smaller than No. 13 and not smaller than No. 16 wire gauge	1¼ cents per pound	20 per cent.
Smaller than No. 16 wire gauge	1¾ cents per pound	20 per cent.
Manufactures of—		
All valued more than 4 cents per pound	35% plus 1c. per pound	20 per cent.
Hat, bonnet, crinoline, corset, needle, piano, clock, and watch wire, and all wire n. s. p. f., valued at more than 4 cents per pound	40 per cent.	20 per cent.

	Present Tariff.	New Tariff.
Steel ingots, cogged ingots, blooms and slabs by whatever process made; die blocks or blanks; billets and bars and tapered or bevelled bars; mill shafting; pressed, sheared, or stamped shapes; hammer molds or swaged steel; gun barrel molds not in bars; alloy used as substitutes for steel in the manufacture of tools; all descriptions and shapes of dry sand, loam, or iron molded steel castings; and steel in all forms and shapes not specially provided for: Cold rolled, cold drawn, cold hammered, or polished in any way—		
Valued above 16 cents per pound	6c. plus ⅛c. per pound	15 per cent.
Anvils	1⅝ cents per pound	15 per cent.
Axles, or parts of axle bars, axle blanks, or forgings for axles, of iron or steel, without reference to the stage or state of manufacture, valued at not more than 6 cents per pound	¾ cent per pound	10 per cent.
Card clothing—Manufactured from tempered steel wire	45 to 55 cts. per sq. ft.	40 per cent.
Castings—		
Cast-iron pipe of every description	¼ cent per pound	12 per cent.
Boiler tubes, pipes, flues, or stays, lap-welded, butt-wedged, seamed, or jointed, not thinner than No. 16 wire gauge	1½ cent per pound	20 per cent.
Cutlery—Razors, finished:		
Valued at less than $1 per dozen	35 per cent.	35 per cent.
Valued at $1. and less than $1.50 per dozen	6 cents each and 35%	55 per cent.
Valued at $1.50 and less than $2 per dozen	10 cents each and 35%	55 per cent.
Valued at $2 or more per dozen	12 cents each and 35%	55 per cent.
Table, carving, cooks, kitchen, bread, butter, vegetable, fruit, and cheese knives, forks, and steels, finished or unfinished—		
Any knives forks or steels, imported without handles	45 per cent.	25 per cent.
Other, on which ordinary duty would not amount to 45 per cent.	45 per cent.	30 per cent.
Files, file blanks, rasps, and floats of all cuts and kinds—		
2½ inches in length and under	25 cents per dozen	25 per cent.
Over 4½ and under 7 inches in length	62½ cents per dozen	25 per cent.
(L) Sheets, plates, wares, or articles of iron, steel or other metal, enameled or glazed with vitreous glasses	45 per cent.	25 per cent.
Nails, spikes and tacks—		
Nails and spikes, cut, of iron or steel	4-10 cent per pound	Free
Nails, wire, made of wrought iron or steel—		
Saws—Hand, back, and other saws, not specially provided for	25 per cent.	12 per cent.
Aluminum—		
In crude form (aluminum scrap) and alloys of any kind in which aluminum is the component material of chief value	7 cents per pound	25 per cent.
(L) Bronze powder (brocades, flitters, and metallics)	12 cents per pound	25 per cent.
(L) Bullion and metal threads made wholly or in chief value of tinsel wire, lame or lahn	5c. per lb. and 30%	40 per cent.
(L) Laces, embroideries, braids, galloons, trimmings, or other articles made wholly or in chief value of tinsel wire, lame or lahn, bullion, or metal threads	15c. per lb. and 60%	40 per cent.
Base bullion	2⅛ cents per pound	25 per cent.
Pigs and bars (dross) bullion, molten and old refuse lead, run into blocks and bars, and old scrap lead fit only to be remanufactured, and dross	2⅛ cents per pound	25 per cent.
Monazite sand and thorite	4 cents per pound	25 per cent.
Ferrosilicon	$5.00 per ton	25 per cent.
Watch movements—		
Having not more than seven jewels	70 cents each	30 per cent.
Having more than 11 and not more than 15 jewels	$1.85 each	30 per cent.
Jewels for use in the manufacture of watches or clocks	10 per cent.	10 per cent.
Zinc in ore (containing 10.20% zinc)	$22.40 per ton	10 per cent.
Calamine (zinc ore)	$22.40 per ton	10 per cent.
Zinc—in blocks or pigs	1⅜ cents per pound	10 per cent.
In sheets	1½ cents per pound	10 per cent.
Bottle caps: not colored, waxed, lacquered, enameled, lithographed, or embossed in color	45% plus ½c. per lb.	30 per cent.
Cash registers, linotype and all typesetting machines, machine tools, printing presses, sewing machines, typewriters, and all steam engines	30 per cent.	Free—15 per cent.
Shoe Machinery	45 per cent.	Free.

SCHEDULE D.

Lumber: Board, planks, deals, and other sawed lumber of whitewood, sycamore and basswood—		
Not planed or finished	50c. per thousand feet	10 per cent.
Planed or finished on two sides	$1.25 per thousand feet	10 per cent.
Planed on one side and tongued and grooved	75c. per thousand feet	10 per cent.

	Present Tariff.	New Tariff.
Sawed lumber, not specially provided for—		
Not planed or finished	$1.25 per thousand feet	10 per cent.
Planed or finished on one side	$1.75 per thousand feet	10 per cent.
Paving posts, railroad ties and telephone, trolley, electric light and telegraph poles.	10 per cent.	10 per cent.
Osier or willow—Prepared for basket makers' use	25 per cent.	10 per cent.

SCHEDULE E.

Sugar, Dutch standard in color:		
Not above No. 16, tank bottoms, syrup of cane juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope		
Above No. 16, and all sugar that has gone through a process of refining	1.90 cents per pound	1.325 cents per pound
Saccharine	75 cents per pound	65 cents per pound

SCHEDULE G.

Live animals—All other n. s. p. f.	20 per cent.	10 per cent.
Swine	$1.50 each	Free.
Breadstuffs and farinaceous substances—		
Barley	30 cents per bushel	15 cents per bushel
Barley malt	45 cents per bushel	25 cents per bushel
Buckwheat	15 cents per bushel	Free.
Buckwheat flour	25 per cent.	8 cents per bushel
Oats	15 cents per bushel	10 cents per bushel
Rye	10 cents per bushel	Free.
Wheat	25 cents per bushel	10 cents per bushel
Farm and field products—		
Hops	16 cents per pound	16 cents per pound
Pease—Dried	25 cents per bushel	1 cent per pound
Potatoes	25 cents per bushel	1 cent per pound
Fruits—		
Figs	2½ cents per pound	2 cents per pound
Dates	1 cent per pound	1 cent per pound
Grapes in barrels or other packages	25c. per cubic foot	25c. per cubic foot
Lemons	1½ cents per pound	½ cent per pound
Pineapples—		
In barrels or other packages	8 cents per cubic foot	8 cents per cubic foot
In bulk	$8 per thousand	$5.00 per thousand
Meat products:		
Bacon and hams	4 cents per pound	Free
Beef	1½ cents per pound	Free
Mutton	1½ cents per pound	Free
Pork	2 cents per pound	Free
Lard	1½ cents per pound	Free
Cocoa, prepared or manufactured, n. s. p. f.:		
Valued not over 15 cents per pound	2½ cents per pound	8 per cent.
Valued above 15 cents and not above 25 cents per pound	2½c. per lb. and 10%	8 per cent.
Cocoa, powdered, unsweetened	5 cents per pound	8 per cent.
Salt:		
In bags, sacks, barrels, or other packages	11 cents per 100 llbs.	Free
In bulk	6 cents per 100 lbs.	Free
Starch, and all other preparations fit for use as Starch:		1 cent per pound
All other	1 cent per pound	½ cent per pound
Dextrine, burnt starch, gum substitute, or British gum	1½ cents per pound	½ cent per pound
Spices:		
Sage	1 cent per pound	½ cent per pound

SCHEDULE I.

Cotton thread and carded yarn, warps or warp yarn, whether on beams or in bundles, skeins, or cops, or in any other form except spool thread of cotton:	
Not colored, bleached, dyed, or advanced beyond the condition of singles by grouping or twisting two or more single yarns together—	
Numbers up to and including No. 15	2½ cents per pound
No. 35	7 cents per pound
No. 40	8 cents per pound
No. 140	28 cents per pound
Colored, bleached, dyed, combed, or advanced beyond the condition of singles by grouping or twisting two or more single yarns together—	
Numbers up to and including No. 20	6 cents per pound

	Present Tariff.	New Tariff.
No. 24	6 cents per pound	Nos. 1- 9 inc.. 5%
No. 30	7¼ cents per pound	
No. 36	8¾ cents per pound	Nos. 10-19 inc.. 7½%
No. 40	9½ cents per pound	
Not exceeding 100 threads to the square inch, counting the warp and filling—		Nos. 20-39 inc..10%
Dyed, colored, stained, painted, or printed, valued at over 12 cents per square yard	8 cents per square yard	
Bleached—		Nos. 40-49 inc..15%
Valued at over 11 cents per square yard	6½c. per square yard	
Dyed, colored, stained, painted or printed—		Nos. 50-59 inc..17½%
Valued at over 12½ cents per square yard	7 cents per square yard	
Not bleached, dyed, colored, stained, painted or printed—		Nos. 60-99 inc..20%
Valued at over 10 cents per square yard	5½ cents per sq. yard	
Bleached—		Nos. 100 and over 25 per cent.
Valued at over 12 cents per square yard	8 cents per sq. yard	
Dyed, colored, stained, painted, or printed—		
Valued at over 12½ cents per square yard	8 cents per sq. yard	
Not bleached, dyed, colored, stained, painted, or printed—		
Valued at over 12½ cents per square yard	6½ cents per sq. yard	
Bleached—		
Valued at over 15 cens per square yard	8 cents per sq. yard	
Dyed, colored, stained, painted, or printed—		
Valued at over 17½ cents per square yard	11¼ cents per sq. yard	
Bleached—		
Valued at over 16 cents per square yard	11¼ cents per sq. yard	
Dyed, colored, stained, painted, or printed—		
Valued at over 20 cents per square yard	12½ cents per sq. yard	
Cotton cloth in which other than the ordinary warp and filling threads have been introduced in the process of weaving to form a figure, whether known as lappets or otherwise, and whether unbleached, bleached, dyed, colored, stained, painted, or printed—		
Bleached—		
Exceeding 50 and not exceeding 100 threads to the square inch, counting the warp and filling—		
Not bleached, dyed, colored, stained, painted, or printed—		
Not exceeding 6 square yards to the pound—		
Valued at more than 7 cents per square yard	2¼c. plus 2c. per sq. yd.	
Valued at not more than 7 cents per square yard	1¾c. plus 1c. per sq. yd.	
Bleached—		
Dyed, colored, stained, painted, or printed—		
Not exceeding 6 square yards to the pound—		
Valued at more than 7 cents per square yard	3¾c. plus 2c. per sq. yd	
Not exceeding 100 threads to the square inch, counting the warp and filling—		
Not bleached, dyed, colored, stained, painted, or printed—		
Valued at over 7 cents per square yard	5½c. plus 2c. per sq. yd.	Cloth of Yarns—
Bleached—		
Valued at over 9 cents per square yard	5¼c. plus 2c. per sq. yd.	Not over No. 9..7½%
Dyed, colored, stained, painted, or printed—		
Valued at over 12 cents per square yard	8c. plus 2c. per sq. yd.	Nos. 9-19 .....10%
Exceeding 100 and not exceeding 150 threads to the square inch, counting the warp and filling—		Nos. 19-39 ....12½%
Not bleached, dyed, colored, stained, painted, or printed—		Nos. 39-49 ....12½%
Not exceeding 4 square yards to the pound—		
Valued at more than 7 cents per square yard	7½ cents estimated	Nos. 49-59 ....20%
Exceeding 4 and not exceeding 6 square yards to the pound—		Nos. 59-99 ....22½%
Valued at more than 7 cents per square yard	4⅜c. plus 2c. per sq. yd.	
Valued at over 9 cents per square yard	6½c. plus 2c. per sq. yd.	Exceeding Nos. 99. 27½ per cent.
Bleached—		
Exceeding 8 square yards to the pound—		
Valued at over 11 cents per square yard	8c. plus 2c. per sq. yd.	
Dyed, colored, stained, painted, or printed—		
Exceeding 8 square yards to the pound—		
Valued at over 12½ cents per square yard	10c. plus 2c. per sq. yd.	
Exceeding 150 and not exceeding 200 threads to the square inch, counting the warp and filling—		
Not bleached, dyed, colored, stained, painted, or printed—		
Valued at over 10 cents per square yard	6½c. plus 2c. per sq. yd.	

	Present Tariff.	New Tariff.
Bleached—		
Exceeding 4½ and not exceeding 6 square yards to the pound—		
Valued at more than 7 cents per square yard	5¼c. plus 2c. per sq. yd.	
Dyed, colored, stained, painted, or printed—		
Exceeding 4½ and not exceeding 6 square yards to the pound—		
Valued at more than 7 cents per square yard	6c. plus 2c. per sq. yd.	
Valued at over 12½ cents per square yard	10c. plus 2c. per sq. yd.	
Sleeve linings	30 per cent.	30 per cent.
Handkerchiefs	55 per cent. up	30 per cent.
Clothing	50 per cent	30 per cent.
Plushes, velvets, etc.	42½ per cent. up	40 per cent
Curtains, etc.	50 per cent.	35 per cent.
Hose and half-hose	70c. doz. + 15 per ct. up	10 per cent.
Underwear	60c. doz. + 15 per ct. up	25 per cent.

SCHEDULE J.

Flax	3 cents per pound	½ cent per pound
Hemp	$2.50 per ton	1 cent per pound
Cables and cordage	2 cents per pound	½ cent per pound
Threads, twines, etc.	10 cents up	25 and 30 per cent.
Single yarns	6 cents plus 35 per cent.	15 and 25 per cent.
Floor mattings	3½ cents per sq. yard	2½c. per sq. yd.
Carpets	4c. per sq. yd. plus 30 per cent. up	35 per cent.
Hose	5 cents per pound	7 cents per pound
Tapes	40 per cent.	25 per cent.
Linoleum	8c. sq. yd. + 15 per ct. up	30 and 35 per cent.
Laces, etc.	60 per cent.	40 per cent.
Embroideries, etc.	70 per cent.	40 per cent.
Bags	15 per cent.	25 per cent.
Bagging	6-10 cents per sq. yard	Free.
Handkerchiefs	55 per cent.	35 and 40 per cent.
Woven fabrics	1¾c. sq. yd. + 30 per cent. up	30 per cent. up

SCHEDULE K.

Wool	11, 12 and 7 cents	Free.
Tops	2½ times wool rate plus 30 per cent.	15 per cent.
Yarns	2½ times wool rate plus 35 per cent. up	20 per cent.
Blankets	2 times wool rate plus 30 per cent. up	25 and 35 per cent.
Dress goods	7 cents per sq. yd. up	35 per cent.
Clothing	4 times wool rate plus 60 per cent.	35 per cent.
Webbings, etc.	50c. per pd. + 60 per ct.	35 per cent.
Aubusson carpets	60c. sq. yd. + 40 per ct.	35 per cent.
Brussels carpets	44c. sq. yd. + 50 per ct.	25 per cent.
Druggets	22c. sq. yd. + 40 per ct.	20 per cent.

SCHEDULE L.

Partly manufactured silk	35 cents pound	15 per cent.
Spun silk	35 cents pound up	35 per cent.
Thrown silk	50 cents pound up	15 per cent.
Velvets and pile fabrics	$1.50 pound up	50 per cent.
Handkerchiefs	50 per cent. up	40 a 50 per cent.
Ribbons, etc.	50 per cent.	40 per cent.
Chiffons, knit goods, etc.	60 per cent.	50 per cent.

SCHEDULE M.

Wood pulp	1-12c. pound	Free
Print paper, under 2½c.	3-16c. pound	Free
Print paper, over 2½c.		12 per cent.
Copying paper	5c. lb. plus 15% up	30 per cent.
Coated paper	5 cents	25 per cent.

	Present Tariff.	New Tariff.
Pictures, calendars, etc.	20c. pound up	15 per cent. up
Writing paper	3c. lb. plus 15% up	25 per cent.
Envelopes	35 per cent.	15 per cent.
Books	15c. lb. plus 25 per cent	15 per cent. up
Other manufactures	35 per cent.	25 per cent.

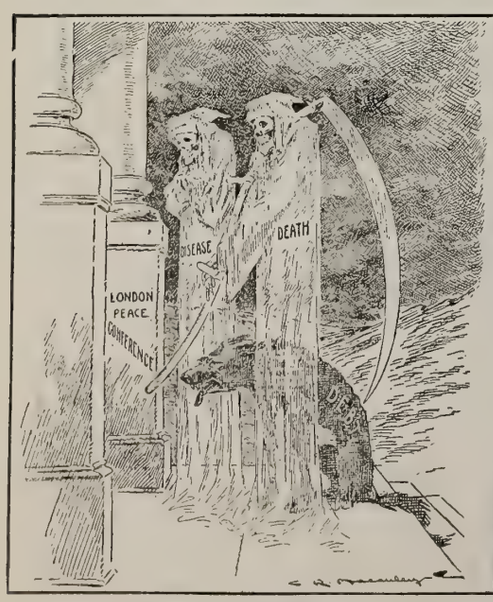
SCHEDULE N.

Beads	60 per cent.	35 per cent.
Braids	20 per cent. up	15 per cent. up
Brushes, brooms, etc.	40 per cent.	15 per cent. up
Bristles	7½ cents per pound	7 cents per pound
Buttons	5 cents per 100 up	10 per cent up
Coal	45 cents per ton	Free
Cork	15 cents per pound up	12 cents per pound up
Dice	50 per cent.	50 per cent.
Dolls	35 per cent.	35 per cent.
Fireworks	12 cents per pound	6 cents per pound up
Gunpowder	2-4 cents per pound	½ cent per pound up
Matches	6 cents per gross	25 per cent.
Feathers	20 per cent.	20 per cent up
Furs on skin	35 per cent.	30 per cent up
Curled hair	10 per cent.	10 per cent.
Hats	$1.50 per doz. + 20% up	40 per cent.
Imitation jewelry	1c. per piece + 20% up	60 per cent. up
Pearls	20 per cent.	15 per cent.
Gloves	$1.25 per doz. up	$1.00 per dozen up
Cocoa matting	4 cents per square foot	5 cents per square yard
Paintings	15 per cent.	15 per cent.
Pencils	45c. per gross + 25% up	25 per cent.
Pipes	15 cents per gross up	25 per cent.
Umbrellas	50 per cent.	30 per cent.

A NEW PROTECTIONIST BOOK.

Mr. Geo. B. Curtiss, Binghampton, New York, proves his right to be regarded as probably the greatest industrial worker of the United States. He has just published three volumes, entitled "The Industrial Development of Nations," containing 1,800 pages and reviewing the history of industry in all the civilized nations. If Mr. Curtiss has been careful and accurate in the selection of the mass of material he has collected he has produced a work which is monumental. One is amazed by the labors of this man who has patiently toiled at his herculean task during the intervals he could snatch from his law practice.

Although the author is a Protectionist, and attacks the theory of Free Trade wherever it shows its head, he is lucid and fair in his destructive expositions. The members of the Canadian Manufacturers' Association will agree with his opinions and will find instruction in the pages of his book. Published by George B. Curtiss, 508 Security Mutual Life Building, Binghampton, New York: 3 volumes; $15.00.



The Silent Delegation
—*Bystander*, London.



Where the World's Money Goes
—*World*, New York.



Dame Diplomacy Gloats Over the Year's Harvest
—*Kikerki*, Vienna.

DEPARTMENT OF LABOR, CANADA.

(Press Bulletin.)

Prices Fairly Steady and Firm.

Wholesale prices in Canada in March were on the same general level as in February, and only a little higher than in March last year. The Department of Labor's index number stood at 135.5 for March, compared with 135.4 in February, and 134.8 in March, 1912. These numbers are percentages of the average price level of 272 commodities during the decade 1890-1899. A considerable decline in coke was offset by advances in furniture and earthenware. Important increases also occurred in animals and meats, boots and shoes, iron and steel bars, picks, crowbars, etc., gasoline and coal oil, and lumber. Decreases were reported in grains and fodders, dairy products, fresh vegetables, brass, copper, silver and zinc, linseed oil and rubber. The feature of the month in retail prices was the general decline in eggs, and numerous advances in meats in Eastern Canada.

Fewer Strikes During March.

Industrial conditions were not very seriously affected by trade disputes during March, an improvement being evident as compared with the preceding month, while conditions were much the same as during the corresponding month of last year. There were in all fourteen disputes in existence, involving directly about 2,120 employees. The mining industry was considerably affected, disputes being in existence in Cobalt and Porcupine, Ont., Britannia Beach and Vancouver Island, B.C. A satisfactory feature of the disputes commencing during March was that the only ones which affected a considerable number of employees were of short duration. These included strikes of garment workers at Toronto, textile workers at Montmorency Falls, Que., and telephone employees at various points in British Columbia. The last-named strike, after lasting rather more than a week, was settled through conferences between the parties arranged by the Department's fair wage officer stationed at Vancouver. The number of working days lost through trade disputes in March was approximately 46,000. Three boards, under the Industrial Disputes Investigation Act, were acting for the settlement of disputes during March.

"GOOD ROADS CANADA."

"*Good Roads Canada*," a monthly magazine devoted to the improvement of highways, made its first appearance last month. The publishers state their objects as follows:—

"The waterways first, and next the railways were the transportation routes of this new country, but a century has witnessed great changes, not only in transportation but locomotion.

"To-day the king's highway is demanding attention as never before. Whether it is the pioneer pushing out into the plains or into the forest; the farmer teaming his produce to market; the carter delivering the output of the factory; the pleasure-seeker in his handsome touring car, or the resident along the highway, they all demand Good Roads for Canadians. *Good Roads Canada* is here to lead in that campaign.

"We purpose treating every phase of roads and pavements. The primate type of construction as represented by our colonization roads; the earth and gravel roads in the rural sections; the macadam pavement suitable for country trunk roads and the superior class of permanent pavements as constructed in our towns and cities, all these together, the proper drainage culverts, and bridges will require our attention.

"Roadmaking is not a new art, but highway construction has increased so rapidly both in volume and in improved methods that the newest ideas are not too modern. While we intend to devote considerable attention to methods and construction we do not purpose neglecting the men.

"Good men are just as necessary as good methods and we hope to have our readers know the men who are doing work as well as their system of accomplishing results."

The Canadian Manufacturers Association has always supported campaigns to secure better roads in any part of Canada. How to get them is one of the most important problems in national transportation.

TRADE UNIONISM.

Herr Carl Legien gives the following interesting table denoting the strength and progress of the trade unionism of the world, with the exception of Australasia:

	1910.	1911.
Great Britain	2,440,723	3,010,346
France	977,350	1,029,238
Belgium	138,928	92,735
Holland	143,850	153,689
Denmark	123,864	128,224
Sweden	121,180	116,500
Norway	47,453	53,830
Finland	24,928	19,640
Germany	2,698,144	3,061,002
Austria	451,232	486,263
Bosnia-Herzegovina	6,269	5,587
Croatia-Slavonia	6,805	8,504
Hungary	86,778	96,180
Servia	7,418	8,337
Roumania	8,515	6,000
Bulgaria	3,000	....
Switzerland	93,797	78,119
Italy	783,538	709,943
Spain	40,984	80,000
U. S. A.	1,710,433	2,282,361
Total	9,905,198	11,435,498



How the Ohio Star regards the Industrial Workers of the World.



By J. E. Walsh

The question of delays to freight in transit which was set down for hearing at the Dominion Railway Board on April 15th, was postponed indefinitely; the Board stating that the parties were not ready to proceed.

The suggestion to extend the existing Canadian Car Service rules to include average demurrage, has met with general approval. The Dominion Railway Board states that the application for average demurrage will be heard at the same time as the application for reciprocal demurrage.

That the Great Lakes are no longer a factor in the transportation problem, was the statement made by Mr. A. Patriarche, formerly manager of the Pere Marquette Railway, before the special Legislative Committee of Michigan in April. He stated that lake boats carrying package freight had no effect in making railroad rates, because a majority of these ships belong to the railroad. The rate from New York to Chicago fixed the rates to points in Michigan, without taking into consideration the water competition.

The *Manitoba Free Press* states: that delay in the Western Freight Rates case is due to railway influence. It also says: "Government Counsel, up to the date of the last sitting, have done practically nothing. It was, however, expected that on that occasion they would aid in the cross examination of the railways. They did nothing of the sort, and the fact that no further progress has been made since that date, and that a long adjournment had to be agreed to, was due to their request that they be given more time to prepare their case. It was stated that they desire to take up the financial side of the question, and that they had employed experts on the other side of the line to gather information. Six weeks was fixed upon for adjournment. Since then almost four months have passed, and there is at present no indication as to when the enquiry will be resumed. A small exhibit has been filed with the Commission, but nothing more."

The Canadian Freight Association has submitted to the Board of Railway Commissioners a supplement to freight classification number 16, containing a number of changes. These changes have been sent by the manager of the Transportation Department to members of the Association, and their objections thereto are being filed with the Board. A conference will probably be arranged with the railways, and will be attended by a member of the Railway Board in order to come to an agreement without the necessity of a hearing.

The Dominion Railway Board are considering the complaint of the Hamilton Board of Trade against the new switching charges which went into effect on March 25th. It has been shown that the new rates are much higher than those charged in the United States for the same service, under similar conditions. The Railways have entirely overlooked the fact that in Hamilton there is a considerable movement of raw material within the city, and what is the finished product of one manufacturer is the raw material of another. Consequently, a great deal of switching is necessary, and the increased charges bear heavily upon shippers.

The Supreme Court of Kansas has decided that on a shipment of live stock, a railroad company cannot contract to avoid liability for its negligent failure to provide suitable yards, feed and water at such times and places as the law requires the unloading, feeding and watering of any of such stock.

The Court of Appeals of Maryland has decided that bills of lading are sufficient to show a receipt of the quantity of goods claimed to have been delivered to an initial carrier, in the absence of any evidence to disprove the accuracy or correctness of weights given therein.

Many of the model highway laws in the United States have been prepared under the advice of the road experts of the Department of Agriculture and all the data and statistics of the Office of Public Roads are at the disposal of the legislatures.

In the last bulletin of the Office of Public Roads it was stated that at the close of 1909, 8.66 per cent. of the roads in the United States were improved. This represents a gain in the total road mileage improved for the five-year period, 1904-1909, of 1.52 per cent., or, in other words, the percentage of improved roads has increased during this period from 7.14 to 8.66 per cent.

In the three years that have elapsed since then, it is roughly estimated that the percentage of improved roads has gone well beyond 9 per cent. and possibly close to 10 per cent. It is estimated that if 20 per cent. of the public highways were improved—each highway being selected and improved with a view to the proportionate traffic upon it—a high degree of efficiency in highway transportation would be reached. It is figured that millions of dollars would be saved annually in the transportation of crops, the wear and tear of horses and vehicles, and in the minimizing of the waste in truck farming. Where roads are bad, the farmers frequently find it impossible to get their products to the shipping points and thus perishable products are wasted, perceptibly increasing the cost of living.

In the five years preceding March, 1912, the Office of Public Roads of the Department of Agriculture has built 215 object lesson roads; in all, about 300 miles of road 15 feet wide, and by expert advice aided in the formulation of more than 650 model county road systems, resulting in most instances in beneficial reforms.—*Trade and Transportation.*



INSURANCE

By E. P. Heaton

The Province of Saskatchewan has just appointed a Provincial Fire Commissioner. Mr. R. J. McLean has received the appointment and is taking the position seriously and earnestly; this necessarily means success.

Saskatchewan follows the lead of Manitoba and the West is setting the East a good example.

Hon. J. J. Foy, the Attorney-General of the Province of Ontario, has the grateful thanks of all interested in the subject of Fire Prevention for his introduction of a Bill to create the office of Fire Marshal. The act of introduction is a mere formality, and it is announced that it is not the Government's intention to carry the legislation this session. The very fact that the formality has been gone through, pledges the Government to the principle of the measure and commits them to its early adoption. Now, let the Ontario Fire Prevention Association follow it up with persistence and energy. We believe it is their intention to do so.

> "I wish to thank the neighbors and friends for contributing to my loss by fire. Mr. and Mrs. Geo. Bates."

This item is clipped from a U.S. contemporary and illustrates a system of voluntary contribution to fire sufferers. In the 17th century this was the general custom, but with the commercialization of insurance the voluntary custom passed.

In the growth of commercial insurance there has developed arson, incendiarism and criminal carelessness. A very prominent party leader in Ontario replying to a delegation remarked, "The two great evils of the day are whiskey and fire insurance." The manager of a fire insurance company, who was a member of the delegation, corrected the speaker by remarking, "You mean fires," to which the laconic and emphatic reply was made, "I said, fire insurance"! There are many who share the sentiment of the eminent parliamentarian, for it is coming to be an acknowledged fact that the easy way fire insurance can be secured, and in practically unlimited amounts, have put a premium on dishonesty and gross, criminal carelessness. Out of a commercial necessity there has arisen a tremendous evil, and in considering the whole subject of fire prevention, it might be a good thing to make an effort to circumscribe the evils attending over-insurance.

The following fable was told by Mr. F. H. Wentworth at Ottawa, and was repeated by Chief Graham in the same City a few days ago:—

"Last summer a good citizen of a certain town not over a hundred miles from everywhere, built a wooden house for a woman and her children. He built the chimney of brick because he had to. The chimney was able to stand alone, so he did not have to prop it with wood. But the floors of the house would not stay up without props. The good citizen saved a dollar by using the chimney as a support to the floors. He nestled the ends of the floor joists nicely in the brick of the chimney. He covered up the job and got his money. The rains fell and the winds blew in the most Biblical manner, and winter came after its fashion. The chimney settled a little; and there was a tiny crack. One morning the woman woke up with fire all about her. She tried to get to her children. If she got to them no one ever knew of it. The good citizen who built the house was not arrested for manslaughter. He is building other houses of the same kind for other women and children. He is making his living by it."

Chief Graham in the same address demonstrated the value of constant and regular inspection by members of the Fire Brigade. He said:—

"I firmly believe in the efficiency of a good building code and in fire prevention resulting from inspections. We had a fire inspection by-law inaugurated in 1910. We make inspections and have the power to order the removal of rubbish or anything that might cause or promote a fire. I consider that the men making these inspections have done a wonderful amount of good in the way of preventing fires. Our firemen have made between 7,000 and 8,000 inspections in the year, and their findings are reported to headquarters on blanks provided for that purpose. When dangerous conditions are found, they are ordered to be removed by the firemen making the inspection, and a return inspection is made within a day or two to see if the changes ordered have been made. If they have not been made, a letter is written by me calling the offender's attention to the city ordinance covering the case. This letter usually brings the desired results. In addition to the inspections made by the men, I personally inspect convents, hospitals, schools, and orphan asylums—in fact, all buildings housing a large number of people—and offer any suggestions that I may consider beneficial for better protection. As a proof that our work in an effort to prevent fires has been beneficial, I can say that during the past three years our annual fire loss has not increased, while our population and area have considerably increased."

The state fire marshal bill got through both houses of the North Dakota legislature, and as it is a measure recommended by Governor Hanna in his annual message, it will become a law.

The bill provides for a fire marshal at $2,500 a year and a deputy at $1,800, and other deputies may be appointed as required. Fire companies are taxed one-fourth of one per cent. on their premiums in the state for the support of the office.

Mrs. Sarah Christopher, of New York, is the first woman in the United States to be appointed an inspector in a fire prevention bureau. Her salary is $1,200 a year. She has been assigned to the cloak, suit, and skirt factories in the metropolis, which number more than 500 and employ about 100,000 persons, mostly women.



CUSTOMS



By J. R. K. Bristol

Points in Proposed United States Tariff Bill.

1. Underwood Bills of Last Year Followed in the Main.
2. Great Enlargement of Free List, Especially as to Foods.
3. General Cuts in Ordinary Commodities of 1-3 to 1-2 Old Rates.
4. Ad Valorem Duties Widely Applied.
5. New Classification of Cottons, Silks and Other Fabrics.
6. Tobacco and Liquors Retained at Old Rates.
7. Sugar Reduced by 25 Per Cent. of Old Rate.
8. Wool Free.
9. Free Trade With Philippines.
10. Discriminating Duty in Favor of Goods Imported in United States Ships.
11. Customs Administrative Act Revised.
12. Tax on Incomes Over $4,000 at 1 to 4 Per Cent.

The revenue loss consequent upon the reduction and removal of duties, including the transfer of wool and lumber to the free list, thus admitting without duty practically all raw materials that enter into manufactures, is estimated by the Underwood Committee experts at $120,000,000.

This enormous sum is proposed to be made up through a graduated tax, ranging from 1 per cent. on incomes over $4,000 to 4 per cent. on incomes over $100,000, and a flat tax of 1 per cent. on the incomes over $4,000 of all firms, partnerships, and corporations.

Indorsed by President Wilson, the measure represents the efforts of the President and house tariff makers to carry into effect Democratic pledges of downward revision and of concessions to the American consumer.

Protection to the farmer would be cut throughout by more than 50 per cent. in an effort to reduce the cost of food.

Protection to the steel and implement manufacturer would, in turn, be cut by fully as wide a margin.

Heaviest reductions fall upon foodstuffs, agricultural products, woollen and cotton clothing.

The free list will probably be of more general interest than any one of the individual tariff schedules. A number of items have been taken off from it, but a great many and more important ones have been added. The intention seems to have been to keep the same items that were made free in the Farmers' Free List bill, including shoes, barbed wire and a number of others, while adding largely to the free list by taking items from the dutiable schedules. Where commodities have been shifted to the dutiable schedules from the free list, the action has been due to special considerations, it being supposed that revenue could be raised without injuring the position of the general consumer.

An attempt to widen the foreign market for United States goods and to encourage reciprocity treaties with all foreign nations is embodied in a clause empowering the President to grant favors to any nation that gives mutual concessions to the United States.

The reciprocity clause takes the place of the penalty clause of the present tariff law by which it was sought to secure special concessions to the United States. The new tariff bill proposes that the normal tariff rates shall be the maximum, and that special rates shall be granted to countries that will enter into reciprocity treaties with the United States. In the present law the normal rates are the minimum.

The clause designed to open wider the markets for United States exports throughout the world is as follows:—

"That for the purpose of readjusting the present duties on imports into the United States and at the same time to encourage the export trade of this country, the President of the United States is empowered to negotiate treaty agreements with foreign nations wherein mutual concessions are made looking toward freer trade relations and further reciprocal expansion of trade and commerce."

Such reciprocity agreements under the new law would have to be approved by congress before becoming effective. In a statement accompanying the bill Chairman Underwood declared that under the Payne law the United States had attempted to "expand our commerce by force."

Another concession that would be made under the new bill is designed to encourage United States shipping. A concession of 5 per cent. would be made in all tariff rates on goods brought to the country in United States built ships owned wholly by citizens of the United States.

Total Exports and Imports of the Dominion of Canada Eleven Months Ending February*

	1911		1912		1913	
Exports.	Domestic	Foreign.	Domestic.	Foreign.	Domestic.	Foreign.
The Mine.	$38,113,474	$263,854	$35,672,526	$182,881	$51,224,538	$124,124
Fisheries..	14,737,263	96,619	15,362,889	99,660	14,948,420	100,908
The Forest	42,762,012	157,558	38,662,592	212,170	40,895,709	408,451
Animals and their Produce	49,122,835	771,760	45,873,181	984,364	42,004,398	891,631
Agric'lture	77,093,782	7,442,581	97,622,117	8,242,936	133,017,132	8,792,118
Manufactrs	31,847,034	4,534,190	31,950,357	5,863,343	38,699,013	7,998,277
Miscellan's	575,899	1,495,028	99,426	905,763	90,638	1,921,196
Total Mdse	$253,952,299	$14,761,590	$265,243,088	$16,491,117	$320,879,848	$20,236,705

*Corn and bullion not included in above.

Imports.	1911.	1912.	1913.
Dutiable goods	$250,186,809	$296,682,805	$395,888,330
Free goods	152,027,950	166,612,811	206,508,883
Total Imports	$402,214,759	$463,295,616	$602,397,213
Duty Collected	64,701,165	77,453,487	103,126,842



LEGAL NOTES



By F. W. Wegenast

Judgment has been handed down by the Supreme Court in the case of the John Deere Plow Company v. Agnew, allowing the appeal of the plaintiff against the judgment of Mr. Justice Murphy, dismissing the action. The case is one of great importance, as it involves the validity of the provisions of the British Columbia Companies Act requiring companies not incorporated in the province to become licensed or registered.

The plaintiffs were a Dominion company, and had been refused a license because another company of the same name had previously registered. The claim was upon some notes given by the defendant in connection with machinery sold to the defendant, who had an exclusive agency for the plaintiffs' machinery for part of British Columbia. The two defences were:—(1) That the transactions in question did not constitute a carrying on of business on the part of the plaintiff company, and (2) That the provincial Act was *ultra vires* in its application to Dominion companies.

The lower court held against the company on both points. The Supreme Court has reversed this decision, but only three judges have given their reasons. Mr. Justice Anglin holds that the transactions did not show a carrying on of business. Mr. Justice Idington concurs in this, holding further that it is incompetent for the provinces to invalidate a promissory note, which is an instrument under the exclusive jurisdiction of the Dominion Parliament. Mr. Justice Duff also holds that the defendant was not carrying on business within the meaning of the Act, and further indicates that in order to come within the Act a company must have a fixed place of business within the province.

Whatever reasons are handed down by the remaining judges, the effect of the decision will be to place a new interpretation upon the effect not only of the British Columbia Act, but of the Acts in the other provinces, and to over-rule a number of decided cases of the provincial courts. The Acts of most of the other provinces differ from that of British Columbia in expressly providing that "taking orders for, or buying or selling goods, wares or merchandise by travellers or by correspondence, if the corporation has no resident agent or representative or no office or place of business" in the province "shall not be deemed a carrying on of business within the meaning" of the Act. The courts of the other provinces have gone upon the inference that if a company did not come within this proviso it must have a license. Thus, for instance, in Semi-Ready v. Hawthorne (1909), 2 Alta. Reports, 201, the plaintiffs, a Dominion company, unregistered in the Province of Saskatchewan, had entered into the ordinary form of contract with a retail merchant of Medicine Hat, giving him the exclusive right for that town of selling the plaintiffs' goods. The plaintiffs were to advertise the goods, and the defendant was to have the right to use the plaintiffs' trade-mark. The advertisements of the plaintiffs designated the defendant as their "exclusive agent." The action was brought to recover the price of goods delivered to the defendant on an order given to a non-resident repesentative of the plaintiffs. It was held by Harvey, J., that although the defendant was not strictly an agent of the plaintiffs for the sale of their goods, he was "representative" of the plaintiffs within the meaning of the Foreign Companies Ordinance. This case would appear to be over-ruled by the decision of the three judges, because the defendant in the John Deere case was more truly a representative of the company than was the defendant in the Semi-Ready case. At the very least the effect of the John Deere Plow case will be to read into the British Columbia Act the same exception as that contained by the Acts of the other provinces.

Of the three judges who have handed down their decisions only Mr. Justice Idington deals with any of the constitutional aspects of the case, and the principal question, namely, the power of the provinces to interfere by way of the imposition of a license with the corporate powers and capacities of a Dominion company, is not touched upon. The judgment of Mr. Justice Idington, however, suggests a principle much more far-reaching than that urged on behalf of Dominion companies. The suggestion is that a province could not interfere with an action on a promissory note or bill of exchange because such instruments are subject to the jurisdiction of the Dominion.

The following extracts from the judgments will be of interest. Mr. Justice Idington says: "What we are concerned with here is the recovery upon a number of promissory notes, of which some were given in, and some outside the province.

"Now, it is as plainly written in the enumerated subjects of Section 91, over which exclusive power is given the Dominion, as anything can well be, that bills of exchange and promissory notes are not within either 'the purposes or objects to which the legislative authority of the Legislature of British Columbia extends.'

"Hence it seems to me that the kind of contract involved herein is one over which the Legislature enacting the disabling Section 168, which is relied on, has no more authority than it has over the corporations and contracts founded on any of the subjects enumerated in Section 91, over which Parliament has exclusive legislative authority.

"It is possible that Parliament has not yet in this regard covered all the ground thus open to it to take in aid of its corporate creations which must rest only upon its residual power over "peace, order and good government," as distinguished from those other corporate creations I refer to above and hereinafter.

"But the language of this section 152, which I have called attention to, lends itself peculiarly to the application of the principle that the Legislature cannot deal with promissory notes. Indeed it seems as if intended, however awkwardly, to exclude the field of legislation beyond its powers, from the range of anything contemplated by this legislation.

"The Legislatures of the Provinces, having assigned to them exclusive legislative authority over property and civil rights beyond that part thereof primarily assigned exclusively to parliament by said enumeration in section 91, and possibly by implication in a few other sections of the Act which do not concern us here, may, no matter how much inconvenience may possibly by reckless or improper legislation arise, so enact as to contracts as to render them in certain cases null.

"This power clearly cannot be so used as to affect the validity of promissory notes which Parliament has declared shall not be thereby invalidated.

"Parliament, in the Bills of Exchange Act, has not expressly dealt with this aspect of the matter, and gone so far as it may have a right to go. But it may be asked must we not hold that Parliament, by providing for the creation of such companies as the appellant, with the evident purposes of making the franchises so granted as effective as Parliament, acting within its powers, can make them, for the execution of their respective purposes, has, so far as necessary therefor by implication, given such effect as it can in relation to promissory notes? I express no opinion."

Mr. Justice Duff's Opinion.

"I think it is quite clear that the disability to sue imposed by section 167, only affects the Company in respect of rights of action alleged to arise out of some contract made 'in course of, or in connection with, its business, contrary to the requirements of this part of the Act' refer, it seems to me, to sections 139 and 167, which require that an extra-provincial company shall be licensed or registered under the Act before it can become entitled to 'carry on in the province any part of its business.' The contracts therefore in respect of which an extra-provincial company which is not licensed or registered under the Act is disabled from enforcing the action in the courts of British Columbia by virtue of the provisions of section 168, are contracts made in 'course of or in connection with' the same business which the Company in whole or in part 'carries on' in that Province.

"The learned trial judge held that the appellants were carrying on business by the respondent as their agent and that the contracts in question were made in connection with that business. In support of this conclusion the respondent relies upon the provisions of an agreement set out in the special case between the parties to the action. The appellants are manufacturers of plows, and their principal place of business is at Winnipeg; the respondent is a general merchant at Elko, B.C. The promissory notes sued on were given for goods shipped at Calgary by the appellants to the respondent at Elko, under the terms of the agreement already mentioned. Some of these goods were ordered by the defendant in person at Winnipeg, and others by letter from Elko. The agreement in question binds the respondent to accept all goods shipped under it and to "settle by cash or notes" for all such goods according to the prices set forth in the price list on the first of the month following each shipment. All goods affected by the agreement are to be at the risk of the respondent until paid for; the respondent is to insure them for the protection of the appellants. In the event of the death of the respondent, or his insolvency, or of an action being brought against him, all moneys owing are to become immediately payable. In default of payment of any obligation given to the appellants for any goods shipped under the agreement all moneys owing by the respondent becaome payable and the appellants are authorized to sell all goods to which the agreement relates, and credit the proceeds to the respondent, who is to remain liable for any deficiency. In the meantime, pending the payment of all obligations in full, the title to all goods shipped remains until they are sold by the respondent, in the appellants, and all notes taken on the sale of any of them by the respondent from purchasers are to be taken in the name of the appellants. The sales made by the respondent are to be according to a price list furnished by the appellant. This agreement constituted, the learned trial judge holds, the respondent the agent of the appellants for the sale of goods to which it relates. I cannot agree with this. It is, in my judgment, an agreement for sale embodying elaborate provisions for the protection of the sellers. Until the sellers have been paid in full the property remains vested in them, and all moneys received on sale by the respondent are to be treated as theirs; but the rights thus reserved to them are only for securing the payment of the purchase money; and on payment they would disappear at once. Subject to the rights so held by the sellers as security, the purchaser is the beneficial owner of the goods. True, there is a covenant that he will not sell except at the prices specified in the agreement. I doubt very much whether this provision was intended to bind the purchaser with respect to goods that have been fully paid for. If it was intended to apply to goods that have become fully vested in the purchaser its validity is doubtful; but in any case it could only operate as a personal covenant by the respondent affecting the conduct of his own business.

"I see nothing in these provisions requiring, or indeed justifying, the inference that the respondent in carrying out the agreement was acting as the agent or representative of the appellants in carrying on the appellants' business. What was contemplated was that in the conduct of his own business he should observe the provisions of this contract that he had made with the appellants. The second part of the first question, 'whether the plaintiff is precluded from carrying on business in British Columbia or from maintaining action in respect of any of the claims or notes aforesaid' ought to be answered in the negative. The other questions are not raised by the facts, and it would therefore be improper to answer them.

"I may add, although it is not strictly necessary to the decision, that section 167, which subjects extra-provincial companies to penalties for carrying on in the province any part of their business without license or registration, appears to indicate that the Legislature by the phrase 'carrying on business' contemplated such conduct on the part of the Company as would, according to the general principles of law, amount to a submission to the jurisdiction of the British Columbia courts. According to that view no company would come within the penalties or disabilities imposed by the enactments quoted above unless it had not a fixed place of business at which it carried on some part of its own business within the province."

NOTE.—Since the above was written, the judgments of the other three judges have been handed down, each holding that the plaintiff was not carrying on business within the meaning of the Act.

CREDIT NOT GIVEN.

In the article "Smoke Problems of the Manufacturer," published in the March issue of INDUSTRIAL CANADA, the writer wishes to state that he omitted giving credit to Bulletin 40 of the U. S. Bureau of Mines for part of the information used.



The Imaginary **The Real**

Sketches indicating (at left) how evil fancy has pictured the leisure hours of a girl who gets low wages, and (at right) the way a majority really pass their evenings.

HOW SCIENTIFIC MANAGEMENT WORKS

By FREDERICK WINSLOW TAYLOR

The Workmen Should be Trained to Use Tools Just as a Medical Student is Taught to Use Instruments Under the Guidance of a Capable Surgeon — Introduction is Slow but Results are Good.

ARTICLE III.

LET me go over the four principles of scientific management again: The first is the development of science to replace the old rule-of-thumb that was in the heads of the workmen; the second the scientific study and selection and the progressive development of the workmen; the third the bringing these together; and the fourth the equal division of work between workmen and management.

There is an application of these principles even to pig iron handling, because that is a most elementary form of human effort. A man steps up, takes a piece of iron without any other implement than his hands, walks a few steps, and drops it on a pile. I can see you smile when I say there is science in handling pig iron, a science so great that no workman can understand it! The story is too long; there are others shorter and quite as effective, because what I want to do is to begin with the most elementary form of human effort and gradually go up the scale to the more difficult, showing the application of these principles to the most elaborate trade that is known.

Scientific Shovelling.

The first illustration will be that of shoveling. In a great steel works I saw big, powerful shovelers, so devoted to their calling that they would not let the company furnish the shovels, because they wanted something just suited to their work, go to a car of coal—the company was using rice coal—and unload that car with a load of 3½ to 3¾ pounds of coal per shovel load. These same men then went to work to handle Masaba ore, and did it with 38 and a fraction pounds to the shovel! It does not take very profound reasoning to conclude that either the 3½-pound load or the 38-pound load was wrong. A man could not do his largest possible work with both loads; that is perfectly evident, it does not require any argument. Under the old form of management you would send for the manager, and ask him what was the proper load for a shovel; and if he knows his trade he would be startled maybe, but he would give you some answer. Under scientific management you never ask a man anything; you have to know facts from your own investigation. What we did was to send for two shovelers, well suited for their work, and said, "We are going to ask you to do a whole lot of fool things, and a young chap with a board and pencil is going to make notes of what you do. We would like you to do this, but we want you to understand that this is no joke; we propose paying you double wages during the experiment. Do what you are told."

Labor leaders to the contrary notwithstanding, it is no part of scientific management to overwork any man, nor to underwork any man. Of course there are mistakes made; occasionally we demand too severe tasks for a man, but all they ever have to do is to point it out; if we do too little, it is up to us to find that out! The characteristic of all our establishments is a tendency to underworking. They don't loaf, but they don't hurry; we don't allow them to hurry, it makes too much nervous strain. All the work is done evenly, but every false movement is cut out, every slow movement is cut out.

Scientific Lifting.

We first started that experiment with a very heavy lift, perhaps 38 pounds. Then we cut the shovel off. We counted the number of shovel-loads per day the men handled, and weighed the whole tonnage shoveled in a day, so we found out the average weight of each shovelful. We found that in three or four days they would average a little over 38 pounds to the shovel. Then we cut off the shovel so that it would hold 34 pounds; immediately the tonnage went up. Again we cut off an inch or so of the shovel so it now held 30 pounds, and so on to 26 pounds, and at 21½ pounds the tonnage shoveled reached its maximum. At 18 pounds it fell down, at 14 it fell away down, at 12 and 10 it fell lower than at 28! So we found that a shoveler well suited to his work will do his biggest day's work with a load of 21 pounds or thereabouts to the shovel. Don't take this too literally. I don't mean that any shoveler will take 21 pounds, but that is the average. All this work is not an exact science, it is not mathematics, but it is the best approximation you can get to it.

Those men had all owned their own shovels, but when we started this experiment we furnished the shovels, so we had to build a large tool room at the steel company's works and equip them with different implements for the sand, the ashes, the ore, the spiegel, all the various materials used in the steel works. They had to have an implement to hold about 21½ pounds. In order to know what these four or six men could do, they had to measure each man's work, in order to get to an individual basis. We made it a rule that no man should work in that gang who could not earn 60 per cent. higher wages than any others, so it became necessary to measure and compute a great deal. That meant a large labor office, with clerks. We had to devise methods of measuring up all the work. Each man, on coming in in the morning, took one of two pieces of pasteboard; if it was white, he was all right; but if it was yellow that meant that he had fallen below 60 per cent. ahead of other men, and he could not stay in that gang long unless he improved. When a man would get four or five or six yellow slips in succession, a man would go from the office, a teacher, to talk to him about it. Under the old way a man like that would be sent for and told "You are no good, get out of this!" But this is what takes place under scientific management: A teacher goes down and says, "Mike, something has gone wrong with you; you have had four or five of these yellow slips. Are you sick? What has happened to you? If you are, we will try to give you an easier job. That's what I have come down to talk to you about. You look like a mighty good workman and a fine shoveler. I have showed you how to do the work. If you don't know how to shovel, we will show you. There is a good deal of science in shoveling; if you are going to push your shovel into the heap of sand or ore with your arms you are not doing it the best way, and you will soon get tired. You should put your shovel handle against your hip, and throw your body forward, then draw back and throw the shovelful."

Particularly in the steel works the material is a good deal tangled up, and that one thing counts for a good deal; a man shoving his shovel in with his arms gets tired far more

quickly and does not do so much work. If a workman goes wrong, that is our fault on the management side, not his; we have failed to teach him how to work right. Of course there are loafers, many of them, but you can redeem about four out of five if you keep at them long enough. There are some incorrigibles, and there is no place for them under scientific management.

Paid in the Steel Business.

Does it pay? In the past three years at the Bethlehem Steel Works, when they all came under it all the work had been studied, and all the mechanism was ready to be put in operation; we were ready to test it. We fortunately had records at the Bethlehem Steel Works of the cost of materials under the old system of management, and we had several million tons of ore that would be handled in a year. Under the old system it cost at least between seven and eight cents a ton. Those of you who are accustomed to the business know that the cost of handling such materials on the average railroad is from eight to ten cents a ton. But we found that after adding the cost of introducing scientific management—these things I have mentioned—the new cost of handling a ton of material was between three and four cents! So that during the last six months there was a saving by the Bethlehem Steel Co. of between $75,000 and $80,000 a year. That is what the steel works got out of scientific management! What did the men get out of it? We made very careful investigations. The number of workmen doing a certain work was reduced from four or six hundred to a hundred and forty men. They are receiving some 60 per cent. higher wages than before. We found only two men among them to be drinking men. Most of them were saving money; they were living well, and were vastly more contented than before. Forty or fifty men are on the waiting list of that gang, to see if they are higher-priced men or not. That justifies the method of scientific management.

Applied to Machine Shops.

Take the case of a machine shop where the work is mostly of the repeat kind. Scientific management has provided different implements to study machines. One takes care of all gear problems, the velocity of lathes, weak links, the range of teeth and the safe limit. One has to do with belt problems. Anyone who has figured on belt problems knows that it is difficult. Another instrument will solve in a few seconds a problem that would take a good many minutes, sometimes an hour, to do in the old way! Another tells just how fast you can run a tool, how many feet of chips you can remove in a minute with all kinds of tools. Another tells how many pounds pressure will be exerted on the nose of your tool without cutting the metal. With these instruments you have analyzed the effect of your work and the capacity of your machine, and you are then in a position to see just how fast that machine should be run to do its work right. Not one in fifty of the machines are speeded right. They are away off, in many cases two, three or four hundred per cent. off. I gave that challenge once to a number of machinists, and not one of them took it up. This is so because they have been speeded all by guess, not with regard to the science of cutting metals.

The Slow Work of Investigation.

Whenever we found a fact, whenever we wanted to use that fact, we had to develop a method, a formula, to express it. So we had to employ mathematicians. I have no doubt many say, "What is going to become of our high-class workmen if all this work is taken out of their hands and turned over to the men on the management side? Will it not dwarf our workmen, our thinking men?" I say without hesitation that if the answer is that it is going to dwarf our workmen, if it is going to be bad for them, but good for the companies, this whole scheme will fall to the ground, because anything that is not going to develop them and make them a higher class of workmen is not going to survive, and ought not to survive. Some say, "You are taking away his judgment; when he had the problems to solve he had to use his judgment." That is the rankest kind of guessing. This is not going to dwarf our workmen. The greatest mechanic in the world is the modern surgeon; he combines the most manual dexterity with intellectual knowledge, good nerve and knowledge of implements. Does he say to his students, "What we want is your initiative, your ingenuity. Of course we older surgeons have our prejudices, and we have developed instruments, but don't let that interfere with your originality and your perfect development. We older surgeons use a saw to take off a bone, but if you prefer a hatchet or an axe, chop away"? Is that what he says? No. He says, "Don't perform the simplest operation till you have learned not only what instruments to use—you have to use the instruments handed down through three or four generations of surgeons just as they are; you have to learn how to handle them; not a stroke till you learn how to handle them! We want your ingenuity, but start where we leave off! Learn the best there is, and when you have learned our way, if you see some defect in it, and think there is a better way, then invent—but upward, not downward; start where we leave off, and work upward."

Scientific management says to the man in a trade: "We don't know it all; the implements we have and the methods we use will be superseded; but we do know a good deal; we have been many years selecting these methods; we want you to start here, practise our methods; we won't hear a word from you till you have done things in our method; then, if you have a suggestion, come and give it to us." Most of our suggestions come to us from our workmen, and when one is given we conduct a series of experiments, to see whether it is quicker and better; if it is, then we adopt it, not only for that man, but for every man in the establishment.

"DOLLAR DAY" IN REGINA.

"Dollar Day" has become a popular one in Regina. On each Thursday the merchants of all kinds have special sales when the articles which are prominently displayed are all ticketed with $ signs. The movement was first started several weeks ago, a departmental store taking the lead. Now grocery establishments, and in fact almost all of the storekeepers, have taken up the movement, and Thursday is developing into a busy shopping day. This movement has had the effect of reducing the amount of shopping done on Saturday nights.

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EDMONTON, ALBERTA

FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of April, 1913.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Grand Trunk Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 8 E 2379	Sup. 8 E 40	May 2-13	Class and commodity tariff, G. T. stations to New York, Philadelphia and Baltimore for export. Reissue. Reduction.
Sup. 18 E 2265	Sup. 18 C.U. 58	Apr. 15-13	Commodities from Buffalo, Suspension Bridge, to stations in Canada. Reduction.
Sup. 14 E 2499	Sup. 14 C.Y. 137	Mar. 17-13	Pig iron c.l. from Hamilton Toronto, Montreal, etc., to stations in Canada. Reducduction.
Sup. 18 E 2644	Sup. 18 C.Y. 27	Apr. 1-13	Commodites between G. T. stations. Reductions.
Sup. 19 E 2265	Sup. 19 C.U. 58	Apr. 18-13	Commodities, Buffalo, Suspension Bridge to G. T. stations. Reduction.
Sup. 2 E 2524	Sup. 2 C.U. 67	Apr. 21-13	Commodities between G. T. stations. Reduction.
E 2702	C.R. 143	Apr. 24-13	Track storage at Montreal wharf. New rate.
Sup. 3 E 2528	Sup. 3 G 3	Apr. 30-13	Stations in Canada to points in U. S. Additions. Changes.
Sup. 1 E 1392	Sup. 1 S 65	Apr 1-13	Inter-switching between St. Hyacinthe and St. Rosalie Jct. Cancellation.
Sup. 43 E 150	Sup. 43 G.B.Y. 5	Apr. 1-13	Steel billets and wire rods c.l. Hamilton to Montreal, $2.00 per gross ton. Reduction
E 2696 cancels E 2629	I 144 cancels I 134	May 1-13	Import freight, Portland, Me., to points in Canada. Advance. Reduction.
Sup. 21 E 2265	Sup. 21 C.U. 58	May 12-13	Commodities from Buffalo, Black Rock and Suspension Bridge to G. T. stations in Canada. Reissue. Reduction.
Sup. 24 E 2644	Sup. 24 C.Y. 27	Apr. 7-13	Plastic lumber l.c.l. Ottawa to stations east of Port Arthur, fourth class. Reduction.
Sup. 15 E 2499	Sup. 15 C.I. 157	Apr. 13-13	Pig iron c.l. Hamilton, Midland and Montreal to Three Rivers, Sorel and Montreal. Reduction.
Sup. 4 E 2677	Sup. 4 S 88	Apr. 7-13	Local switching at Hamilton. Correction.
Sup. 1 E 2684	Sup. 1 C.U. 72	May 21-13	Commodities between G. T. stations and points in the U. S. Advance. Reduction.
Sup. 27 E 2644	Sup. 27 C.Y. 27	Apr. 14-13	Commodities between stations in Canada. Reissue. Advance.
Sup. 30 E 2644	Sup. 30 C.Y. 27	Apr. 14-13	Bleaching powder and caustic soda c.l. Sandwich, Ont., to Deseronto, Ont. Reduction.
E 2709 cancels E 1163	C.R. 145 cancels C.R. 28	May 15-13	Weighing of c.l. freight and allowance from track scale weight. Reissue.
Sup. 29 E 2644	Sup. 29 C.Y. 27	Apr. 12-13	Sash weights c.l. Oshawa to Montreal. Reduction.
Sup. 10 E 2374	Sup. 10 C.R. 111	May 12-13	Reshipping, stop off and special arrrangements at G. T. stations in Canada. Reissue. Change.
Sup. 22 E 2642	Sup. 22 C.Y. 27	Apr. 14-13	Castings, iron and steel, Welland to Montreal. Reduction.
Sup. 26 E 2644	Sup. 26 C.Y. 27	Apr. 8-13	Castings, iron and steel, Galt to Alexandria. Reduction.

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 3 E 2265	Sup. 3 E 1863	Apr. 2-13	Class rates between C.P. stations, also between stations on connecting lines west of Montreal and stations on Canadian Northern Ry. Advance. Reduction.
Sup 4 E 2267	Sup. 4 E 1865	Mar. 29-13(R) Apr. 26-13(A)	Classes, C. P. stations Montreal and west to and including Toronto and Sudbury. Advance. Reduction.
Sup 4 E 2284	Sup. 4 E 1883	Mar. 29-13(R) Apr. 28-13(A)	Classes between C. P. stations west of Toronto and stations east of Toronto, also stations north of Carleton Place to and including Sudbury. Reduction. Advance.



Time for House Cleaning

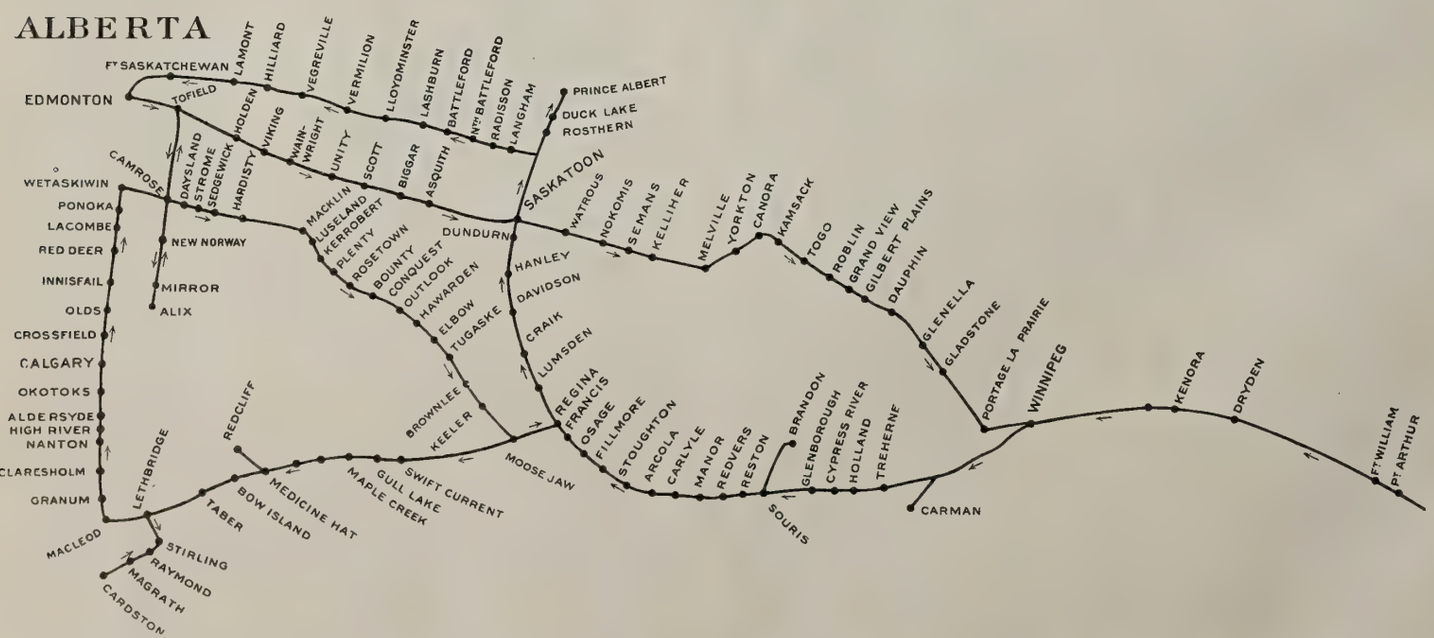
—American Industries.

Canadian Pacific Railway.—Continued.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 9 E. 1576	Sup. 9 E 1162	Mar. 31-13(R) Apr. 28-13(A)	Class and commodities between Maritime Province ports and ports of call on Bay of Fundy, etc. Reduction. Advance.
Sup. 34 E 2344	Sup. 34 E 1944	Mar. 31-13	Building material between C. P. stations. Reduction.
E 2559 cancels E 2344	E 2166 cancels E 1944	May 1-13	Building material between C. P. stations. Reduction. Advance.
E 2560 cancels E 2469	E 2167 cancels E 2069	May 1-13	Import freight, St. John and West St. John to C. P. stations. Advance. Reduction.
Sup. 19 E 2492	Sup. 19 E 2092	Various dates	Commodities between stations on C. P. R. Advance. Reduction.
E 2549 cancels E 2330	E 2156 cancels E 1930	Apr. 21-13	Import freight, Quebec wharf to points on C. P. R. and connections. Reduction. Advance.
Sup. 32 E 2344	Sup. 32 E 1944	Mar. 18-13	Building material between C. P. stations. Reduction.
Sup. 8 E 2189	Sup. 8 E 1785	Mar. 29-13	Commodities, C. P. stations to St. John, Halifax, and west St. John, for export. Reduction.
E 2555	E 2162	Apr. 21-13	Regulations governing the weighing of c.l. freight. New rates.
Sup. 33 E 2344	Sup. 33 E 1944	Mar. 24-13	Building material between C. P. stations. Reduction.
Sup. 12 E 1373	Sup. 12 E 957	May 1-13	Classes between C. P. stations and connecting lines west of Montreal, and stations and connecting lines east of Montreal. Reduction. Advance.
Sup. 7 E 1679	Sup. 7 E 1286	Apr. 2-13	Classes, C. P. stations and points on the O. & N. Y. Ry. Reduction.
Sup. 15 E 2141	Sup. 15 E 1737	Apr. 30-13	Reshipping, stop-over and special arrangements at C. P. stations. Advance.
Sup. 6 E 2257	Sup. 6 E 1855	Apr. 2-13	Classes between C. P. stations west of Montreal and stations in Quebec, N. S. and N. B. Reduction.
Sup. 4 E 2484	Sup. 4 E 2084	May 3-13	Class rates between Montreal and stations east and south. Advance.
E 2562 cancels E 1816	E 2170 cancels E 1408	May 5-13	Mileage allowance in freight cars. Reissue. Addition.
Sup. 8 E 2529	Sup. 8 E 2133	May 7-13	Commodities, C. P. stations to U. S. points. Reduction.
E 2566 cancels E 2423	E 2174 cancels E 2023	Apr. 8-13	Iron and steel, Sault Ste. Marie, Ont., to C.P. stations. Advance. Reduction.
Sup. 22 E 2492	Sup. 22 E 2092	Apr. 14-13	Commodities between C. P. stations. Reduction.
Sup. 3 E 2538	Sup. 3 E 2144	May 15-13	Switching and interswitching. Advance.
E 2567 cancels E 267 E 1641 E 2295	E 2175 cancels E 101 E 1226 E 1595	May 10-13	Class and commodity rates, stations in Eastern Canada to Japan, China, Australia and New Zealand. New rates.
Sup. 38 E 2344	Sup. 38 E 1944	Apr. 13-13	Building material between C. P. stations. Reduction.
Sup. 2 E 2538	Sup. 2 E 2144	Apr. 4-13	Switching and interswitching. Reduction.
Sup. 21 E 2492	Sup. 21 E 2092	Apr 14-13	Commodities between C. P. stations. Reduction.
Sup. 26 E 1841	Sup. 26 E 1431	Apr. 15-13	Pig iron c.l. between C. P. stations. Reductions.

Buffalo, Rochester & Pittsburgh Railway.

601 cancels 408 891	A 1206 cancels 3207 A 1161	May 5-13	Brick and tile c.l. B. R. & P. stations to points in Canada.



The above illustration shows the route of the "Made-in-Canada" exhibition train, which will leave Montreal on May 14th for an exhibition trip through Western Canada. The train will visit over 110 western places during the 52 days of the trip, returning to Winnipeg on July 2nd. It will be loaded with the products of Canadian factories. The object of sending it is to demonstrate to the West the excellence of Canadian-made goods. For further information apply to the Canadian Home Market Association, Bell Telephone Building, Toronto.

CONTENTS

Editorials 1445

Executive Council Proceedings 1450
By G. M. MURRAY

Reciprocity—The Ghost that Walks .. 1453
By W. DEWART

Factory Building in Western Ontario .. 1454
By J. T. STIRRETT

Fraudulent Advertising 1461

Montreal Branch Meeting 1462
By H. T. MELDRUM

A Dominion Testing Laboratory 1465

Transportation 1466
By J. E. WALSH

Insurance 1467
By E. P. HEATON

Legal Notes 1468
By F. W. WEGENAST

Customs 1469

Methods of Approaching the Smoke Problem 1470
By O. MONNETT

Freight Changes 1473

Trade Enquiries 1474

Among the Industries 1480

Index to Display Advertisements on next page

HAMILTON BRIDGE WORKS COMPANY LIMITED

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INDEX TO DISPLAY ADVERTISEMENTS

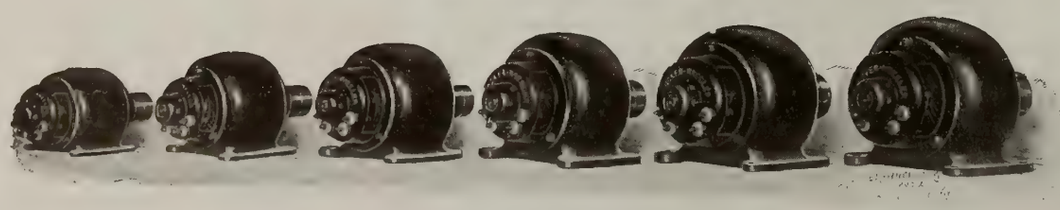
Albert Mfg. Co. 1422
Asbestos Mfg. Co., Limited 1424
Atkins, E. C. Saw Co. 1428
Ault & Wiborg Co. of Canada, Limited 1420
Banfield, W. H. & Sons 1509
Barber & Ellis 1431
Beath, W. D. & Son, Limited 1493
Beatty, M. & Sons, Limited 1420
Berlin Machine Works, Limited 1403
Berry Bros. 1485
Bertram, John & Sons Co., Limited 1395
Boeckh Bros. Co., Limited 1495
Boiler Inspection & Insurance Co. 1433
Booth-Coulter Copper & Brass Co., Limited 1437
Bradstreets 1509
Brandon 1396
Brigdens Limited 1441, 1442
British American Oil Co., Ltd. Inside Front Cover
B.C. Mills Timber & Trading Co. 1426
Calgary 1397
Canada Foundry Co., Limited 1479
Canada Iron Corporation, Limited 1432
Canada Machinery Corporation, Limited 1417
Canada Metal Co., Limited 1503
Canada Wire & Iron Goods Co. 1480
Canadian Appraisal Co., Limited 1422
Canadian Bank of Commerce 1481
Canadian Billings & Spencer, Limited 1509
Canadian Boomer & Boschert Press Co., Ltd. 1404
Canadian Bridge Co., Limited 1491
Canadian Car and Foundry Co., Limited 1421
Canadian Consolidated Rubber Co., Limited Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 1392
Canadian Drawn Steel Co., Limited 1404
Canadian Fairbanks-Morse Co., Limited 1418
Canadian General Electric Co., Ltd. 1479
Canadian Hart Wheels, Limited 1508
Canadian H. W. Johns-Manville Co., Ltd. 1425
Canadian Malleable Iron Co., Limited 1491
Canadian Pacific Railway 1501
Canadian Sirrocco Co. 1487
Canadian Steel Foundries, Limited 1421
Canadian Street Car Advertising Co., Limited 1393
Canadian Sunbeam Lamp Co., Limited 1434
Canadian Tube & Iron Co., Limited 1419
Canadian Tungsten Lamp Co. 1419
Canadian Westinghouse Co., Limited 1443
Canadian Winkley Co. 1437
Chapman Double Ball Bearing Co. of Canada, Limited 1440
Conduits Co., Limited 1483
Consolidated Mining & Smelting Co. of Canada, Limited 1410
Davidson, The Thos. Manufacturing Co., Ltd. 1507
Dennis Wire & Iron Works Co., Limited 1436
Dodge Mfg. Co., Limited 1406
Dominion Abrasive Wheel Co., Limited 1509
Dominion Belting Co. 1425
Dominion Creosoting Co., Limited 1495
Dominion Express Co. 1508
Dominion Paper Box Co., Limited 1428
Dominion Steel Castings Co., Limited 1491
Dominion Textile Co., Limited 1438
Dougall Varnish Co., Limited. Inside Back Cover
Eddy, E. B. Co., Limited 1489
Edmonton 1482
Edwards, W. C. 1407
Elder, Dempster & Co. 1499
Eureka Mineral Wool & Asbestos Co. 1414
Ford Motor Company of Canada, Limited 1411
Franco-Canadian Welding Co. 1435
Fredericton 1482
Galt Malleable Iron Co., Limited 1505
General Fire Equipment Co., Limited 1475
Gibbons, J. J., Limited. Outside Front Cover
Glidden Varnish Co., The 1408
Goderich Organ Co., Limited, The 1507
Goldie & McCulloch Co., Limited, The 1402
Goodyear Tire 1510
Gourlay, Winter & Leeming 1424
Gramm Motor Truck Co. of Canada, Ltd., The 1410
Graselli Chemical Co., Limited 1430
Greening, The B. Wire Co., Limited 1439
Greey, Wm. & J. G. 1444
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited. Inside Back Cover
Hamilton Bridge Works Co., Limited 1391
Hinde & Dauch Paper Co. 1427
Imperial Oil Co., Limited 1507
Imperial Wire and Cable Co., Limited 1425
Inglis, John Co., Limited. 1405
International Engineering Co. 1428
International Varnish Co., Limited 1415
Jeffrey Manufacturing Co. 1433
Jenckes Machine Co., Limited 1444
Jones, J. L. Engraving Co., Limited 1503
Jones & Moore Electric Co., Limited 1432
Jonquiere Pulp Co 1437
Kerr Engine Co., Limited, The 1420
L'Air Liquid Society 1483
Leonard, E., & Sons 1416
London & Lancashire Fire Insurance Co., Ltd. 1509
Lysaght, John, Limited. Inside Back Cover
Macdonald Mfg. Co. 1413
Manitoba Gypsum Co., Limited. 1486
Martin Corrugated Paper and Box Co., Ltd. 1428
Massey-Harris Co., Limited 1485
McDougall, R. Co. 1487
McLaren, D. K., Limited 1411
McLaren, J. C., Belting Co., Limited 1411
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 1396
Merchants Mutual Steamship Co. 1499
Metallic Roofing Co., Limited 1483
Metal Shingle and Siding Co., Limited 1484
Montreal Lithographing Co., Limited 1483
Montreal Locomotive Works 1431
Morrow, John, Screw and Nut Co., Limited 1508
Morton, Phillips & Co. 1509
National Acme Manufacturing Co., The 1399
National Bridge 1481
National Machinery and Supply Co., Limited. 1436
New Brunswick Pulp and Paper Co., Limited. 1430
New Westminister 1396
New Zealand Shipping Co., Limited 1480
Nichols Chemical Co., Limited, The 1507
Nicholson File Co. 1507
Northern Aluminum Co., Limited 1484
Northern Electric and Mfg. Co., Ltd. 1476, 1478
Nova Scotia Steel and Coal Co., Limited 1435
Ontario Government Notices 1430
Ontario Wind Engine and Pump Co., Limited. 1481
Ormsby, A. B., Limited 1439
Otterville Mfg. Co., Limited 1507
Page-Hersey Iron, Tube and Lead Co., Ltd. 1434
Packard Electric Co., Limited 1436
Pedlar People 1400
Peerless Carbon and Ribbon Manufacturing Co., Limited 1415
Penman's Limited 1433
Phillips, Eugene F., Electrical Works, Limited 1505
Pickford & Black Steamship Co., Limited 1499
Pinchin, Johnson & Co. (Canada) Limited. 1414
Polson Iron Works, Limited 1505
Pratt & Letchworth Co., Ltd. Inside Front Cover
T. Pringle & Sons 1479
Purdy, Mansell Limited 1413
Regina 1398
Regina Storage and Forwarding Co., Limited. 1415
Rhodes, Curry Company, Limited 1421
Richards Wilcox Co. Inside Front Cover
Riordan Paper Co., Limited 1429
Ritchie & Ramsay, Limited 1429
Rockwood Sprinkler Co. of Canada, Ltd. 1412
Rolland Paper Co., Limited, The 1429
Royal Bank of Canada 1481
Russell Motor Car Co., Limited 1409
Scarfe & Co. 1414
Sheldons, Limited. 1440
Smart-Woods Limited 1394
Smith, Howard Paper Mills, Limited 1493
Steel Co. of Canada 1401
Steel Trough & Machine Co. 1486
Structural Steel Company, Limited. 1491
Tallman Brass and Metal Co. 1503, 1482
Thomson, Tilley & Johnston. 1505
Thompson & Norris Co. of Canada, Limited. Outside Back Cover
Trussed Concrete Steel Co. of Canada, Limited. 1407
Union Drawn Steel Co. Limited 1404
United Typewriter Co., Limited 1432
Vogel Co. of Canada, Limited 1413
Walker, Hiram & Sons. 1497
Waterous Engine Works Co., Limited 1416
Winnipeg 1428

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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

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Issued monthly as the official publication of the Canadian Manufacturers Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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Hands off the Commission.

THE Dominion Railway Commission should be as free from political influence as the Supreme Court of Canada.

It was created an independent tribunal in order to render impartial justice. It must remain independent if it is to fulfil the purpose for which it was created.

The moment that political pressure is brought to bear upon the Commission, or upon any member of the Commission, the interests of all shippers and receivers of freight, of the travelling public and, in fact, of all consumers in the country, are instantly endangered.

The Railway Commission is the most important tribunal in Canada, not excepting the High Courts. It hears hundreds of cases, great and small, involving the safety of human lives and the expenditure of vast sums of money.

The present Commissioners are able, clean men, who possess the confidence of the country.

The Government must see that the Railway Commission continues to be free and independent or abolish it.

The Lead Bounties.

THOSE engaged in the lead mining industry are naturally pleased with the decision of the Government to renew the bounties on lead contained in lead-bearing ores mined in Canada until the 30th June, 1918. The annual bounty is not to exceed $250,000, with the further limitation that the total sum to be paid, including the provision made by the Acts of 1903 and 1908, shall not be more than $2,450,000.

One important point should not be forgotten. The bounty decreases as the price of lead rises. When the London price of pig lead exceeds £14 10s. per ton of 2,240 pounds, the bounty will be reduced by the excess, and when it exceeds £17. 8s. 9d. per ton no bounty will be paid.

As lead mining is carried on chiefly in the Province of British Columbia, it is handicapped by the distance from the Eastern Canada market. Canadian companies are forced to compete with United States mines, which are protected by a high tariff on lead, and can, consequently, attract skilled employees by high wages. If the Canadian concerns are forced to pay duty on supplies and machinery used in their industry, their product should surely receive a measure of protection.

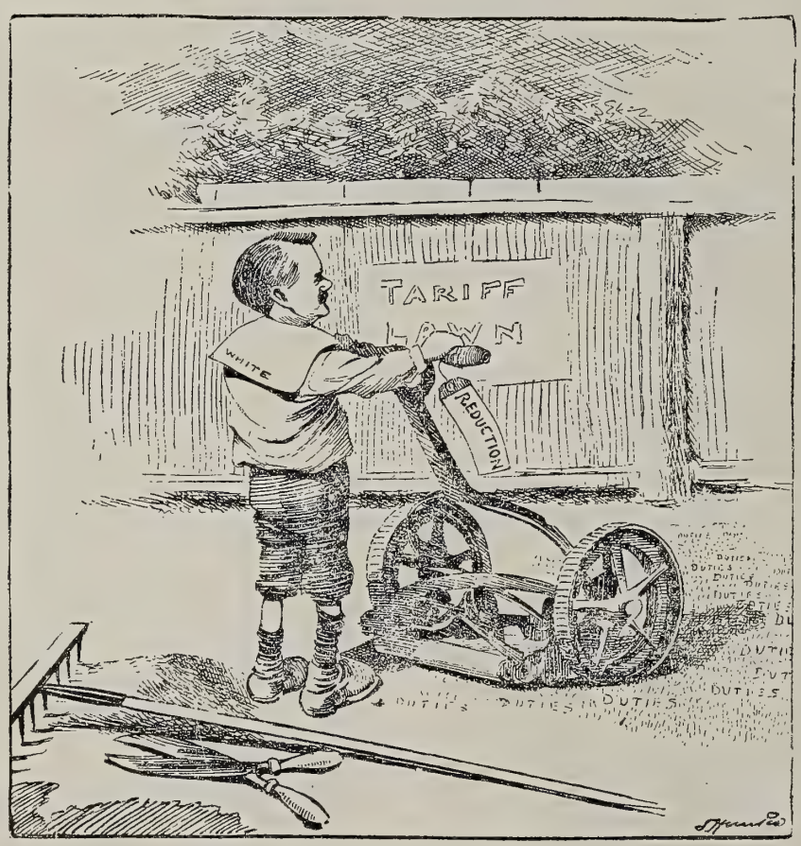
The alternative to the payment of bounties would be the imposition of equivalent duties on lead entering Canada.

British Exports and The U. S. Tariff.

COMMERCIAL INTELLIGENCE, the British manufacturers' export journal, naturally welcomes the Underwood Bill. It says:

"The proposed tariff would afford substantial relief to American consumers by effecting the reduction of prices,

but how far it would admit foreign competition is another question, which does not admit of a close answer in the meantime. Canada would benefit most, and obviously to a great extent; but in regard to various finished manufactures, on which the duties are greatly reduced or even abolished, the change may be of little advantage to European competition. Certain of the changes affect various powerful Trusts, which may easily be able to maintain their control of the American home market without any artificial protection. Observe what relatively little foreign competition there is in many trades, in the unprotected market of Great Britain. On the whole, however, it may be anticipated that the passage of the Bill would result in a considerable improvement of British trade with the States, and this view has been supported by the opinions expressed by our manufacturers. Enterprising motor-cycle manufacturers are keenly interested in the reduced tariff upon their machines, which they hope will enable them to enter the American market. Other industries which have hopes of benefiting by the new tariff are the harness and saddlery and boot and shoe manufacturers, the Bradford woollen industry, hoop iron, fencing, wire and nail manufacturers, and the cotton industry. There are others which, admitting that they might benefit, refuse to believe that the powerful interests affected in the States will allow the drastic reductions of the tariff which the Bill proposes; and that is a contingency which must be considered, notwithstanding the President's determination to stick to the Bill as it stands. Others again, it is interesting to notice, hope to benefit, not directly in trade with the States, but through American manufacturers, having to accept lower prices in their home market, being unable to practise dumping in foreign markets as they have been accustomed to do."



Tommy—"I can't take much off—'Taint high enough"
—Toronto World.

The relief expressed by *Commercial Intelligence* will be felt by British manufacturers, who, while having no protection against the keen competition of United States manufacturers, were shut out of the United States market by the highest tariff wall in the world. And yet the protection left in the Underwood Bill exceeds by far any measure of protection suggested by British tariff reformers. The odds are still against the British manufacturer, although they have been decreased.

Canadian manufacturers will agree with the statement that the Underwood Bill should assist Canadian industry. It is quite time that there should be at least an approximation of equality between the United States and the Canadian tariffs. But in our case, too, the odds have only been decreased. They are still against us.

Western Ontario Booming.

THE doleful prophets of blue ruin will find few places in Western Ontario at present where their dirges will be received with approval.

The writer has just completed a tour, which included the important manufacturing cities and towns of that section of the Province. In every one the skeleton timbers of factories and additions were rising rapidly. Factories, long established and prosperous, were installing new machinery. The signs "Help Wanted" were numerous. Processions of loaded freight cars were moving out of switches. Many manufacturers stated that they could not keep up to their orders. There seemed to be no idle men anywhere. No strikes were encountered. Manufacturing suburbs, full of workmen's homes, were appearing in places where the hay fields rustled a few years ago. Good homes they were, too, and, walking among them, one was forced to wonder if there were any poor.

Money may be tight in Western Ontario, but the factories are humming and their employees are getting overtime cheques in their pay envelopes.

The Australian Trade Agreement.

WE can scarcely yet realize the importance of the new trade agreement between Canada and Australia, which has resulted from the visit of the Hon. Geo. E. Foster to the Commonwealth.

Australia did not enjoy the preferential tariff which

Canada extended to Great Britain and we were excluded from a similar preference given to Great Britain by Australia.

While Canadian manufacturers must regard with concern any increase in the British Preference, they do not object to its extension to Australia at approximately the existing rates. No doubt the new arrangement will stimulate trade between the two great colonies and is another step forward in the policy which included the recent West Indies Treaty.

Smoke.

UNTIL smokeless fuel is discovered manufacturers, who are located in cities and towns, will be confronted with the problem of reducing the volume and density of smoke, which comes from their factory chimneys. It is easy to say that this should be done: it is difficult to show how it can be done. This simple fact is frequently overlooked by municipal governments, which are more willing to say than to show.

In an endeavor to secure information on the subject, INDUSTRIAL CANADA corresponded with a number of cities and smoke prevention societies, which are making a special study of it. Pittsburg and Chicago, the two smokiest cities in the United States, if not in the world, were finally selected, and qualified men were asked to describe conditions in these places. As a result, Mr. R. C. Benner, Ph.D., of the Smoke Investigation Department, University of Pittsburg, contributed the article, "Smoke Problems of the Manufacturer," to the March issue of INDUSTRIAL CANADA; while Mr. O. Monnett, Smoke Inspector of Chicago, has prepared the article, "Methods of Approaching the Smoke Problem," which appears in this issue. The former is a university professor, who has specialized on the subject; the latter is a practical man of wide experience.

We are glad to see that Mr. Monnett emphasizes the necessity of co-operation between the civic official and the manufacturer. In his opinion, the city should investigate special conditions and propose special remedies, instead of confining its energies to detection and punishment.



A Slight Reduction.

—Toronto World.

Getting Foreign Business.

WRITING in the *Manufacturers' News,* Dr. George A. Dorsey tells United States exporters how to secure foreign business. He laid special stress on the necessity of getting a sympathetic insight into the life and habits of the foreign customer. The following extracts have been selected from his article:

"Make an effort to overcome the prejudices of the foreign people you are trading with. Remember the cow is a sacred animal in India, and the German salesman who removed his leathern shoes knew his business.

"Find out what the other man wants, needs and is doing and then accommodate him. Don't despise or ridicule him. Get his point of view.

"Don't expect to do foreign business by means of catalogs, letters or similar long distance methods.

"Be careful of your packing. Munich beer comes in iron-bound boxes to South America, while American beer shipments contain many broken bottles.

"Take lessons from the Germans and the Japanese and pack your shipments of cotton piece goods for the Chinese trade in water-tight packages, with separate units so they can easily be transported by human carriers or on mule-back.

"China is bound to be the great market of the world, and if we can convince the Chinese it is good business for them, morally, ethically and socially to trade with us, we will obtain our share of the trade.

"Don't think the Orientals are unfamiliar with trading principles. The trading game has been more than a profession, it has been an intellectual contest in Asia for 5,000 years.

"To obtain their trade, we must come in direct contact with the Chinese, learn their viewpoint and understand their language.

"Our consular agents should be under the Bureau of Foreign and Domestic Commerce."

While their home market was developing, United States manufacturers made little effort to build up foreign connections. When their home market became congested, they were forced abroad, and their struggles were intensified through lack of adequate preparation.

Canadian manufacturers should benefit by this lesson, and should prepare for the time when they will be driven abroad to compete against powerful rivals in the markets of the world.

The Error of the "Vice Commissions."

THE reports of the "Vice Commissions," which are investigating social problems in some of the large cities on this continent, have inspired a number of philanthropic people to state that manufacturers cause the downfall of many of their female employees by paying them low wages.

Major M. Louise Coggeshall, matron of the Salvation Army Rescue and Maternity Home, Chicago, does not agree with them. In a recent interview she said that of the 1,500 unfortunate girls she had encountered, she could not recall one who had given low wages as the cause of her departure from virtue's path.

We can sympathize with the social worker who asks a manufacturer to pay his girls higher wages so that they may have better food, better lodging or better clothes, but how can he pay them to have better morals?

The argument that the virtue of women depends upon their standard of living will not bear the test of history, which tells us of corrupt civilizations, where the most immoral women were found more frequently at the top of the social ladder than at the bottom.

Perhaps, in our times, the sins of working women, being exposed to the curious and scornful eye of the public, while those of richer women are mercifully hidden from the irreproachable and modest searcher for sensational statistics, are magnified beyond their true proportions, and a great class is pilloried for the offences of an infinitesimal percentage of weaker sisters.

The point that the investigators appear to miss, in spite of their suspicious eagerness to discuss this morbid subject, is that the sin of a fallen woman, being a natural one, is not confined to the poor, and, consequently, has no relation to the question of wages.

Reconstruct Western Freight Tariffs.

THE immediate reconstruction of the tariffs on freight west of Winnipeg would do much to pacify the insistent demands of shippers and receivers. Experts state that such reconstruction would not diminish the revenue of the railway companies and would remove complaints of discrimination. Jobbers are especially concerned, because the reconstruction of the tariffs would place them on the same basis in regard to the traffic from Fort William and Port Arthur and points East, and to the traffic moving from the various distributing centres.

That the Western rates case grows more involved the longer its settlement is deferred, was made very clear in the recent discussion brought on in the House of Commons by Mr. W. Martin, M.P. for Regina. Members from many Western constituencies expressed their views in language which the Government and the Railway Board can scarcely disregard. The railways' policy of securing a procession of adjournments should be countenanced no longer.

When the case comes up before the Board in Ottawa on June 18th, it should either be settled or started well on the way towards final disposal.

The Labor Department.

CANADIAN manufacturers believe that the Labor Department at Ottawa might be of greater service to them than it is at present. True, the Department was created principally for the benefit of the laboring classes; but surely the manufacturers of Canada, who, in 1910, employed 471,126 people and paid them wages amounting to $197,228,701, should receive some material advantages through this Government Department.

The Department keeps a close record of the strikes which occur in manufacturing establishments. This is valuable information, but other information, favorable to manufacturers, regarding treatment of employees, prevention of disputes, etc., is not sought with any apparent persistence.

Credit should be given the Department for many things it has accomplished, but the Government could well afford to widen its scope and increase its staff in order to furnish industrial information which would be useful to manufacturers.

Fighting the Australian Unions.

NO country in the world suffers more from labor unions than Australia, where the unions have abandoned their legitimate fields of effort for politics. The following extract from *Liberty and Progress,* a journal published in Australia, suggests that a revulsion of feeling is sweeping over the country in protest against labor tyranny:

"The more clear-headed of the workers in Australia have at last realized what is going on. They have felt for a long time the loss of freedom under tyrannical union rule, and seen also that many of their fellows were gradually being ruined owing to the constant calling out on strike without any adequate reasons. The more courageous of them refused from time to time to respond when called out, but then found, owing to their not being united in any form, that they were at the mercy of those on strike. Then some of the more enterprising of the men, having heard what had been done elsewhere, started and formed what was at first called the "Free Workers' Society." Thus, for the first time in the history of Australia, the men themselves created a union of the true industrial type in opposition to the Political Socialistic unions. At the end of three months they had about 900 members, and within a year the numbers had increased to nearly 6,000,

while the movement had extended into six out of the seven States."

Canadian workmen, who are members of international unions, have received severe lessons from the dynamite outrages and the invasion of the United Mine Workers into the peaceful province of Nova Scotia. Trade Unionists are a small minority of this country's population and, while they should have their rights, they should never be allowed to dominate politics by collusion with party leaders.

Protecting Our Immigrants.

IN order to protect immigrants from unscrupulous employment agencies, the Dominion Government has issued an Order-in-Council, requiring any person, firm or company, having business dealing with immigrants, to obtain a license from the Superintendent of Immigration. It is now illegal to misrepresent conditions to an immigrant by advertisement, letter, poster, or verbal communication.

This is an act of simple justice. What is more cruel than to tell an unsophisticated Britisher that Canada is a magical land where money grows on trees and roasted prairie chickens pursue the hunter, where maximum wages are paid for minimum effort, or where the Government has a laudable weakness for giving away land, houses and implements? We have all observed the vain struggles of the investing immigrant under the influence of the vendor of sky-line lots, and have pitied his inexperience.

All that an immigrant needs to know about Canada is the truth. That will bring him and keep him here.

The Express Rates Decision.

THE Board of Railway Commissioners, in its recent decision on express rates in Western Canada, has indirectly expressed the opinion of its members that express rates should be computed according to the cost of transportation and not to the bonded indebtedness or stock lists of the companies engaged in the business.

Not only has the Board ordered the express companies to submit new standard tariffs of maximum mileage rates, but it has also wisely prevented delays by providing that the tariffs be filed on or before the 15th of July, 1913.

Housing Regina's Workers.

REGINA, as stated before in these columns, is determined to anticipate those grave problems of providing accommodation for the working-classes, which will come up for solution as the city's industrial growth continues.

Details of the proposed housing scheme have been supplied to INDUSTRIAL CANADA by the Regina Board of Trade.

The purchaser may pay for the lot he secures from the city, within any period he cares to name. The city will set the purchase price and stipulate that the purchaser erect a home within a certain time, and reside in the home until the lot has been fully paid for. It is also suggested that the city make arrangements whereby houses will be built for purchasers on the rent payment plan.

The manufacturing cities of Western Canada should prevent the broad prairie from being sub-divided into costly building lots, far beyond the purchasing power of employees. If they fail to do so, they will pay for their neglect through their wage rolls.

The Recent Tariff Changes.

THE changes in the tariff, announced by the Hon. T. W. White in May, will have the practical effect of bringing into operation immediately the trade agreement with the West Indies, so far as imports into Canada are concerned. The convention rates of duty on Canadian imports into the West Indian colonies, covered by the agreement, will probably be put into operation in the near future.

The few changes of importance, which were not rendered necessary by the West Indian Treaty, include reductions of the duties on sugar and cement and the free admission of type-setting and type-casting machines, traction ditchers, miners' rescue appliances, and scientific apparatus for hospitals.

"Three Good Meat Meals."

"WRITING generally of Canadian home life, I can only express the opinion that people in a similar rank of life live there upon a much better scale than in the Old Country. The working classes especially are better off, and the workman gets three good meat meals a day, as a rule, which compares very favourably with what he has been accustomed to before arrival in Canada."

The above statements, published in a recent issue of *The Colonizer,* London, England, were written by an Englishman who had lived in Canada.

Free Traders will kindly notice that it is Protectionist Canada which provides the " three good meat meals " which the English workman could not get in Free Trade England.

The Montreal Branch.

THE report of the Montreal Branch, published elsewhere in this issue, describes another year of progress of the Association in the greatest manufacturing City of Canada. The growth of Montreal during the past year has been amazing, and it is gratifying to see that the Association is keeping pace with it. Credit is due those Montreal members who have given their time and energy to the affairs of the Association, because they have labored, not only for themselves but also for the other manufacturers of the city, who will benefit by the growth of an alert and powerful organization.

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary of the Association

Halifax Convention Dates Fixed. Tariff Changes. Important Transportation Cases at Ottawa. Reduction in Express Rates. New Bankruptcy Law. Winnipeg's List of New Members.

MEMBERS of the C. M. A. Council were in an argumentative mood when they met last month in Montreal, and what little the meeting lacked in attendance was more than made up by the thoroughness with which different phases of the Association's policy were discussed.

The President, fresh from a luncheon at the Ritz-Carlton, where a number of the stalwarts had gathered as the guests of the Vice-President, was in such good form that Council immediately instructed him to accept, on behalf of the Association, an invitation to attend the banquet of the National Association of Manufacturers (U. S.), which has since been held in Detroit, and where it is understood he acquitted himself with great credit.

Financial.

It may be only a coincidence, but it's curious, nevertheless, that as soon as the "Watch Dog of the Treasury," Mr. Booth, went off for a holiday, the Finance Committee began to report a deficit. Not a serious one, of course—only $194 for the month, as against a surplus for the nine-month period of $2,617. But as Mr. Henry Bertram remarked: "It just shows you!"

Test Case re Company Law.

To discharge outstanding liabilities in connection with the test case and general reference before the Supreme Court, and to enable the litigation to be carried on to the end of the fiscal year (July 31st), a further appropriation of $2,500 was voted, payable out of surplus. The judgment of the court on the general reference is expected very shortly. Meanwhile arrangements are being made to bring on a new test case in the British Columbia courts, in the expectation that it may be appealed direct to the Privy Council and be heard along with the appeal in the general reference.

Office Accommodation.

When the present office headquarters were leased in 1907 no one dreamed but that the C. M. A. was amply provided for for at least ten years, but it was not long before the numerous extensions of its work necessitated the acquisition of two more suites in the same building, one on the floor immediately below, the other several floors below that again. After enduring with patience the disadvantages of this separation for over four years, the family is now happily to be reunited, and by August next the Association hopes to be housed in a manner more in keeping with its dignity and better calculated to contribute to its efficiency. To cover the cost of alterations Council voted $1,000 and authorized an increased charge for rent of $500.

New Members.

The West was again very much in evidence in the report of the Membership Committee, claiming 12 out of 27 of the applications passed. Through an inadvertence last month the Winnipeg applications were listed under Toronto, otherwise the West would have been shown to claim 8 out of 23. This month's honor roll was as follows:

Brandon, Man.
- Brandon Creamery & Supply Co., Ltd.
- Brandon Fire Engine Co., Ltd.
- Brandon Sandstone Brick Co., Ltd.
- Cockshutt Plow Co., Limited.
- Somerville & Co.

Coaticook, Que.
- Sleeper & Akhurst, Ltd.

Galt, Ont.
- Galt Shoe Mfg. Co., Ltd.

Gananoque, Ont.
- Booth Felt Co., Ltd.

Montreal, Que.
- Reg. N. Boxer Co., Ltd.
- T. Bergeron & Cie, Eng.
- Mariotti Marble Co.
- M. Melachrino & Co., Limited.

Pembroke, Ont.
- Pembroke Shook Mills, Limited.

Portneuf, Que.
- Montreal Paper Co., Limited.
- Rowland, Ford & Son.

St. Catharines.
- Meyercord Co., Limited.

St. Mary's, Ont.
- De Long Hook & Eye Co., Limited.

Toronto, Ont.
- Commercial Press, Limited.
- Decalcomania Co. of Canada, Ltd.
- W. W. Wells.

Winnipeg, Man.
- Auto Top & Supply Co., Ltd.
- Brandram-Henderson, Ltd.
- Canadian Metal Shelter Co.
- Peterson Bros. Iron Works.
- Rice Malting Co. of Canada.
- Western Cigar Factory.
- Winnipeg Wire & Iron Works.

Halifax Convention.

For the forthcoming Convention at Halifax (Sept. 16-18) the railways and steamship lines in Eastern territory have authorized a rate of single fare for the round trip plus 25 cents on the certificate plan. Applications have been made for a similar concession from the territory west of the Great Lakes.

In connection with this meeting, the Reception Committee are planning to organize an excursion party, which will probably go by one of the R. & O. boats from Montreal to Riviere du Loup, thence via Intercolonial, with stops at Amherst and New Glasgow; the return journey to be made through the Annapolis Valley and the far-famed Land of Evangeline, with visits to St. John and Fredericton and a

boat trip up the St. John River. This feature, combined with the programme of entertainment which the Halifax manufacturers are arranging, will, it is expected, prove exceedingly attractive, and draw forth a large attendance.

Tariff Changes.

The tariff changes announced in Parliament on May 12th by Hon. Mr. White as being chiefly necessary by the terms of the Trade Agreement between Canada and certain of the West India colonies, went into operation on May 13th. The rates of duty under the Trade Agreement are, therefore, now applicable on imports into Canada. The Convention rates of duty on shipments from Canada into the respective colonies will probably come into operation soon on a date to be published by proclamation.

Customs Decisions.

Decisions of the Board of Customs for May affecting rates of duty were as under:—

Ladies' Embroidered Collar with Lapel attached—Item 575: Br. Pref., 25 per cent.; General Tariff, 35 per cent.

Silver Solder in Plates—Item 711; Br. Pref., 15 per cent.; General Tariff, 17½ per cent.

Floor Tile of Earthenware—Item 285; Br. Pref., 20 per cent.; General Tariff, 30 per cent.

Hamilton Switching Tariff.

On the application of the C.M.A. and the Hamilton Board of Trade, the Board of Railway Commissioners suspended the above tariff effective March 25th, and directed the railways to show why the rates should be increased.

Average and Reciprocal Demurrage.

The hearing of the applications in the above matter will take place June 16 in Ottawa. The Association has prepared strong cases, but would like the support of every shipper who can conveniently arrange to attend.

Ocean Rates.

The excessive increases in ocean rates have brought forth a great many complaints, and it has been suggested to the Department of Trade and Commerce that there should be an immediate investigation, especially of the lines which enjoy heavy subsidies, for the purpose of ascertaining whether or not there is any justification for these increases. The matter received some attention in the House of Commons early last month. Information has been received that some action may be taken towards the appointment of a commission along the lines suggested.

The views of the Association are being placed before the Government in the form of the following resolution:

"Resolved, That the Canadian Manufacturers Association urge upon the Government the immediate appointment of a commission for the purpose of investigating the excessive increases in ocean rates, both import and export; and that action be taken looking towards an international conference composed of representatives from all maritime nations concerned, with a view to establishing a permanent commission with power to enquire into such matters and determine what action is necessary to overcome the combinations and arrangements between steamship lines to unduly enhance rates, which apparently now exist."

Reduction in Express Rates in the West.

The Board of Railway Commissioners have made the following order, dated May 8th:

It is ordered:

1. That the express companies under the jurisdiction of the Board be, and they are hereby, required to submit new standard tariffs of maximum mileage rates to be charged for express freight classified as "merchandise" between points West of and including Sudbury, Ontario, making a reduction of approximately twenty (20) per cent. from the maximum mileage rates in excess of fifty cents per 100 lbs., now being charged; the said reduced maximum rates to carry with them the appropriate tolls of the "graduate" table, scales "K" and "N," and the special tariff for single shipments of 500 lbs. or over.

2. That the said maximum rates, so reduced, for the mileage group from 900 to 1,000 miles do not exceed four dollars ($4) per 100 lbs. in the section between Sudbury, Ontario, Sault Ste. Marie, Ont., and Crow's Nest, Canmore, and Thornton, Alberta; and four dollars and seventy-five cents ($4.75) per 100 lbs. in the section West thereof, in place of $5 and $6 respectively, as now charged.

3. That the said reduced standard tariffs of maximum mileage rates be published and filed so as to become effective on or before the 15th day of July, 1913.

This order is based on the analysis of the actual business done by the three express companies on the 18th day of September, 1912. It is the first attempt that has been made to fix rates on the cost of transportation.

A careful estimate shows that the effect of the order will mean a reduction of approximately $250,000 annually to the Dominion Express Company, or 35.36 per cent. of their net revenue.

Whilst the order calls for a reduction of approximately 20 per cent. from the maximum mileage rates in excess of 50 cents, the actual reduction spread over all merchandise traffic will approximate 15 per cent.

The effect on the table of graduated charges will be seen by the following:

	Present charge for a 20 lb. package.	New charge will be.
Winnipeg to Medicine Hat	$1.30	$1.15
Winnipeg to Swift Current	1.25	1.05
Winnipeg to Brandon	.70	.60
Winnipeg to Calgary	1.35	1.20

Whilst the order aims chiefly at a reduction between points West of Port Arthur, it reduces rates from points East thereof to points West of Winnipeg. As an illustration:

	Present Rate 100 lbs.	New Rate 100 lbs.	Reduction per cent.
Montreal to Saskatoon $7 25		$6 25	13.79
Montreal to Calgary 8 25		7 25	12.

Corresponding reductions apply from all other points in the East.

The reductions in charges on shipments carried under the table of graduated charges are as follows:

	Present.	New.
Montreal to Saskatoon:—		
10 lb. package	$1 20	$1 15
20 lb. package	1 80	1 65
30 lb. package	2 60	2 15
40 lb. package	3 30	2 85
50 lb. package	3 63	3 13
Montreal to Calgary:—		
10 lb. package	1 25	1 20
20 lb. package	2 00	1 80
30 lb. package	2 80	2 60
40 lb. package	3 65	3 30
50 lb. package	4 13	3 63

Montreal to Vancouver:—		
10 lb. package	1 50	1 35
20 lb. package	2 50	2 20
30 lb. package	3 55	3 15
40 lb. package	4 60	4 15
50 lb. package	5 38	4 75

There are a number of places where the change in the graduated charges is even greater than the above.

Bankruptcy Law.

In the opinion of the Association's Parliamentary Committee, it is time something was being done to secure the enactment of a Bankruptcy Law applicable to the whole of Canada. All the Council did was to approve the principle, leaving the form and detail of the measure to be worked out by the Government in the light of experience in England and other countries.

Fire Prevention.

The campaign inaugurated by the Association is happily beginning to take concrete form. In Ontario an Association embracing various Boards of Trade, Fire Underwriters, Associations of various professions, Merchants and Manufacturers have commenced an active propaganda to arouse public sentiment on the subject of the great evil and practical results have already been shown. A similar work is under way in Montreal.

Fire Marshal.

The Attorney-Gerneral of Ontario introduced a bill into the Legislature creating the office of Fire Marshal and although it did not pass into law this session, the Association is assured that at the next session of the House it will go through. This may well be regarded as a practical answer to the Association's activity in the past three years.

Industrial Canada Prizes.

Following the report received from the President of the Ontario Agricultural College, the Council decided to award cash prizes for the essay competition in that institution, as follows:

1st.—$50. J. G. Jenkins. Subject: "City Milk Supply."

2nd.—$30. C. S. Brown. Subject: "The Country Church and the Rural School, and their Relation to the Country's Ideals and Development."

3rd.—$20. R. H. Ferguson. Subject: "The Use of Fertilizers."

In communicating this report to the Association the President, Mr. G. C. Creelman writes:

"There is no question of the good results that come from these students digging down for information in regard to such subjects as are proposed by INDUSTRIAL CANADA, and the school appreciates your efforts to improve the industrial life of Canada."

Australian and South African Duty Stamps.

Owing to the fact that there is scarcely any demand for these stamps from Canadian shippers, the Association will return the consignments on hand and discontinue the service altogether.

Montreal Branch Dinner.

After the meeting visiting members of the Council were the guests of the Montreal Branch at an informal dinner in the Canada Club. The Branch held its annual meeting that same evening, a report of which will be found elsewhere in this issue.

EXCURSION FROM ONTARIO AND QUEBEC TO MARITIME PROVINCES.

At a recent meeting in the Board of Trade rooms, St. John, N.B., a member mentioned the names of a number of well known manufacturers and business men in Ontario who had never made a personal visit to the Maritime Provinces, and added that it was surprising how many men in Ontario have large business interests in the Maritime Provinces, but are not themselves acquainted with the resources and attractions of these provinces. The subject under discussion was an excursion of manufacturers and business men from Quebec and Ontario to the down east provinces in the latter part of June, and it was decided to correspond with Boards of Trade in Quebec and Ontario and arrange if possible a business men's excursion. The plan is to have the excursionists assemble at Montreal on a certain day, take a special Canadian Pacific train to Fredericton, sail down the St. John River by special steamer, and from St. John take side trips in various directions through the provinces, returning at their leisure and going to Montreal by the Intercolonial Railway. They will thus have an opportunity to gain valuable information regarding the provinces which would be of mutual benefit; and as they would be well entertained and as the provinces would then be looking their best, and the weather delightful, the excursion would be an altogether agreeable holiday. Moncton and Fredericton boards are co-operating with St. John in making the necessary arrangements.

MERCHANDISE CARS TO MARITIME PROVINCES.

The Grand Trunk Railway has decided to operate a straight daily car from both the Don and North Parkdale sheds, Toronto, to the Maritime Provinces.



Canada's Circus Causes Consternation—*Calgary Standard.*

RECIPROCITY—THE GHOST THAT WALKS

By W. DEWART

This Article appeared in the "Canadian Illustrated News" on March 6th, 1875, in support of the National Policy. Its publication at present may help to convert the diminishing number of adherents who still cling to that ill-starred policy.

RECIPROCITY being rejected by the United States Senate, it may be thought by some that further discussion on the subject is unnecessary. Reciprocity is not, however, a dead issue. The question is sure to come up again. It may be our turn to reject it the next time, and public opinion requires to be ready for the event. Free Trade policy is to let the question alone at present; Protectionists policy is to keep it agitated. If carried at all, Reciprocity must be introduced and passed in haste. There is no doubt, therefore, that the Free Trade party will remain quiet for a while, eagerly watching opportunities for future negotiation. Theirs is a policy of surprise. Mr. Brown's mission to Washington was a surprise to the public. His party had always maintained that Canada should not be the first to open negotiations on the subject.

However, following the example of the Liberals in England, whose example they seem anxious to follow in all things, they embraced the first chance of attempting to pass a free-trade treaty by surprise. Even where Acts are good in themselves, this principle of surprise is wrong. Politics should be public and deliberate. Acts affecting the public should be done openly and after full deliberation. The storming parties have been repulsed, but the siege has not been yet raised. The Free-Traders will renew their assaults and surprises at no distant day. Protectionists, now is your time for sorties. Put the besiegers to flight. While they are unable to attack you is the time to attack them. In every age there is a liberal hobby. Free-Trade is the hobby now. The leaders are a kind of enthusiasts. They have unbounded faith in their theories. They need no one to proclaim them infallible. They proclaim their own infallibility. They are men of few ideas. These ideas being once attained, they have to "step down and out," as Mr. Beecher would say. See Mr. Bright and Mr. Gladstone for example. As soon as they cease to raise "burning questions," they lose their influence over the masses. Does it pay a nation to be agitated by "burning questions" all the time, in order that certain men may rule? The effect is obvious. The nation has little confidence in such men after all. Though it allows them to storm the works, it does not give them the fort when won. They are accounted active, but not steady.

Hence, whatever credit they derive for enlarging human liberty the preservation of liberty is intrusted to others. Mr. Vernon Harcourt, in touching on the subject, supplies us with the best definition I have heard—"parties of sensation and politics of surprise." Radicalism is its own worst enemy. We have hardly any Reform Government, properly called. We have Radical Governments much oftener. These hold office just as long as they can stir up "burning questions" to divert public attention from other defects.

It is curious how some journals, once delighted with the prospect of Reciprocity, have changed their tune. It cannot be on account of the terms. The terms were the same at first as last. But the contempt of the American Senate after such humiliating concessions by this country has "raised their dander," and made them quite national. After leading the Canadian Free Trade party into so bad a trap, it seems ungrateful of the Senate to desert it at the last moment. The terms were almost as good as annexation. After this, it is doubtful if the Americans would admit us into the Union without a bonus. Says one journal; "Nothing now remains to us but to shape our own policy in our own way. Since it cannot be, in any degree, North American, it must be distinctively Canadian." This was the proper course from the first. "We cannot shift the wind," the opinions or prejudices of foreign governments. or people; but we can "shift the sail," "shape our own policy in our own way."

The "almighty dollar" is said to govern the States, but something more than dollars entered into their calculations in this case. Canada offered to become annexed in almost everything, except the name; but, understanding their dignity, they agreed among themselves to forego these advantages, and thus treat Canada with contempt.

The time has not yet arrived to get good terms from the States. It may not arrive for a generation. It will be brought about by events over which we have no control. One of these events may occur at any time. Should a civil war again arise; should the South or West secede, then our friendship, our neutrality and our trade will be appreciated. The Eastern and Northern States are threatened both by the South and West. Should splits of this kind occur, our intercourse with the Eastern States may become intimate and profitable. As the Union stands at present there is little chance of either an honourable or profitable treaty. If we ever get Reciprocity on a fair basis, in my opinion it will be with the Eastern and Northwestern States as a separate nation. These States and Canada have many interests in common. They are bound together by the Great Lakes and the St. Lawrence. They are interested in each other as neighbors. But the other sections, namely: the South and far West, while filled with all the prejudices of foreigners, have no neighborly sympathies for us at all. What sympathy have we for Mexico. Texas or California cannot have more for us. Besides, there is a great contest commencing between civilization and barbarism. The heathen Chinese will complete the degradation begun by universal suffrage and the enfranchisement of the negroes. Not all the religious, intellectual and moral agencies in the Union can civilize the huge stream of Chinese immigration pouring into the country. The Goths did not give Italy more trouble than the Chinese may give the States. Immigration is overdone. Too much attention is paid to the quantity and too little to the quality. There is too much undesirable immigration. They invite the refuse of all countries, thinking to make themselves formidable among nations. That refuse has become formidable to themselves.

THE MEADOWS' ANNIVERSARY.

In May, the George B. Meadows Wire, Iron and Brass Works, 479 Wellington St. W., Toronto, came of age in a business sense, marking the twenty-first anniversary of the date Mr. Meadows acquired the ownership of the business, which had been in existence since 1854. At that time the staff consisted of six men and boys; now it numbers 65.

In spite of the increasing labor of managing a rapidly growing business, Mr. Meadows has always been an active member of the Association and has served efficiently on several of its most important committees.



The Imperial Oil Company's Great Plant at Sarnia, Ont. A $682,000 addition, which will give

FACTORY BUILDING IN WESTERN ONTARIO

By J. T. STIRRETT

WESTERN Ontario has often been described as "The Garden of Canada." It is also one of Canada's most fertile industrial gardens. Most of us are aware, in a vague way, that the various towns and cities of Western Ontario are progressing industrially, but it is only when we visit these places, talk with the manufacturers, and see what is being done, that we realize what vast industrial development is under way.

In an attempt to give the readers of INDUSTRIAL CANADA some conception of the growth of manufacturing throughout Western Ontario, the writer has just completed a trip through that part of the Province, visiting the most important manufacturing centres. This article is the result. It is designed to show the character and extent of the factory building and factory extension building now actually under construction in the places mentioned. Limitations of space prevent any reference to concerns which propose to establish plants in the future.

The writer tried to get all information directly from the companies concerned. To supplement the information secured through personal interviews, letters were sent to each firm, asking for the cost of the new factory, the number of employees required, the articles manufactured, and the estimated output. In the case of additions to factories, similar questions were asked. If it had been possible to carry out the original design, full information would have been given in regard to every firm which is mentioned in this article; but in some cases the firms were unable, and in a few cases, were unwilling to answer the questions asked. Consequently, the information concerning the building operations which certain companies are conducting is limited.

Thriving and Beautiful.

The principal impression of the trip is the amazing and evident prosperity of Western Ontario. Take a city like Guelph—clean, wide streets, solid business district, charming residential district, little dirt, little noise, no apparent poverty, factories running, no idle men—a manufacturing city. More, it is a manufacturing city located in the midst of a fertile agricultural area, dotted thickly with cultivated farms.

This picture is by no means unique, but is reproduced in every county in Western Ontario. It is the rule, not the exception. Everywhere is growth, development, progress, confidence in the future.

It Changes Annually.

The industrial area of Hamilton is practically transformed every year. One must visit the place at least annually in order to find one's way about. This city, the third in manufacturing in Canada, which increased its manufactured output by 21 per cent. between 1890 and 1900, by 221 per cent. between 1900 and 1910, and by 292 per cent. between 1890 and 1910, must break all previous records during the decade ending 1920. This is inevitable if the present pace continues. At the time of writing 6 new factories and 13 extensions to existing factories are being built. How this will affect the industrial development of the city can be estimated by the following detailed description of the factory building now actually under way and approaching completion.

The Canadian Porcelain Company, Limited, was incorporated with a capital stock of $300,000, to manufacture vitrified white porcelain for electrical and other purposes. On a twenty-acre site the Company are erecting a plant, the first unit of which will cost $150,000, and will soon be ready for operation. They propose to start with 150 men, and in time expect to employ 500.

The Brown, Boggs Co., Ltd., are spending $85,000 in building to increase their output of tools, presses and canning machinery. This enlargement will bring their staff up to 150.

Light industries follow heavy industries. The Bell Thread Company, Limited, are erecting a new factory, which will cost about $20,000, to manufacture sewing cottons. Other new factories under construction are the Reid Paper Box Company and the Furnival New Jam Company.

The future of Hamilton as a steel city is assured. Another addition to the many steel industries of that city is the



employment to 400 extra men, is now being built. The Company's output will be increased by 80 per cent.

new factory of the Hamilton Steel Construction Company, which will cost, when completed, about $50,000, and will employ 25 men. They will manufacture structural steel for building to the extent of about $100,000 annually. The Company are starting business on a moderate scale, and hope to increase the size of their plant and their output very materially in the near future.

Big Additions Also in Hamilton.

It is not only in the erection of new factories that industrial progress is being made in Hamilton. Additions to existing plants are very extensive. The Steel Company of Canada, Limited, are still working on their immense additions which include two open hearth furnaces, a blooming mill, a billet and rod mill. These new factories will manufacture steel blooms, billets and steel wire rods. The approximate tonnage will be about 600 to 750 tons of steel billets per day. These billets will be used in the steel mills at the various branches of the Company, and from the small billets wire rods will be rolled. The rod mill will produce 175 tons per day of twelve hours' run. The approximate cost of this plant is about $1,600,000. It will require about 250 additional hands at the Hamilton Works, and a probable additional annual output of between two and three million dollars.

The Canada Steel Goods Company, Limited, are just completing a new factory, costing $60,000, which will give the Company about three times their former capacity. The annual increase of output should reach about $250,000. Included in their new output will be several articles of builder's hardware.

The Canadian Drawn Steel Company are erecting an addition, costing between $15,000 and $20,000, which will require about 20 extra men. When the Company built their factory in the area which is becoming a great industrial district, it stood alone in the long grass. Now it is surrounded by great factories, many of which are its customers.

Within a month, the Canadian Shovel & Tool Company, Limited, will have completed a new addition costing about $30,000, which will emplay 35 extra men, increasing the Company's output by about 50 per cent.

The Sawyer-Massey Company, Limited, are nearly doubling their capacity this year. During the past three years, this Company spent, in additions to factory, and machinery, about $400,000. In that time their employees have increased from about 250 to about 650, and their output has increased about 80 per cent. In addition to the lines previously manufactured, the Company will make traction engines, more particularly for plowing purposes in the North-West provinces.

Those who work in foundries and steel shops are usually good meat-eaters. Hamiltonians will be supplied in this respect by the addition to the Fowlers' Canadian Company, Limited, which will cost about $200,000 and will employ about 300 men. The probable additional output annually will be about $2,000,000, and the articles manufactured will be pork and beef products. The Company are also making arrangements to start at once building branch houses and cold storages at Winnipeg and Montreal, at a probable cost of about $80,000 each.

The Hamilton Cotton Company will soon complete an addition to their factory which will require 25 extra men, and will increase the annual output by $100,000.

Important extensions and additions are also being made by the Canadian Westinghouse Company, The Otis-Fensom Elevator Company, The Laidlaw Bale Tie Company, The Gartshore-Thomson Pipe & Foundry Company, and Mercury Mills, Limited, and the B. Greening Wire Company, Limited.

Surely the above record of construction indicates that the great manufacturing city of Hamilton will enjoy one of the most prosperous years in its history.



Plant of Canadian Yale and Towne, Ltd., St. Catharines



Views of the Steel Company of Canada's great plant in Hamilton, where additions costing $1,600,000 are still under construction. 250 extra men will be employed.

One of the most interesting features of Western Ontario's industrial growth has been the rapid development of the Niagara Peninsula. When the Niagara Peninsula is mentioned, it usually conjures up only visions of peach orchards and vineyards in bloom. The fruit growing of the Peninsula is no less important than formerly, but its towns and cities are developing principally because factories are locating in them.

In 1905, there were only 1,798 people in the then little town of Welland. To-day the population is nearly 7,000, with an additional 1,200 in the adjoining Township of Crowland, which will probably be annexed to form a new city. The manufacturing growth of Welland has been remarkable, especially as the town has granted no bonuses, excepting a few acres of land.

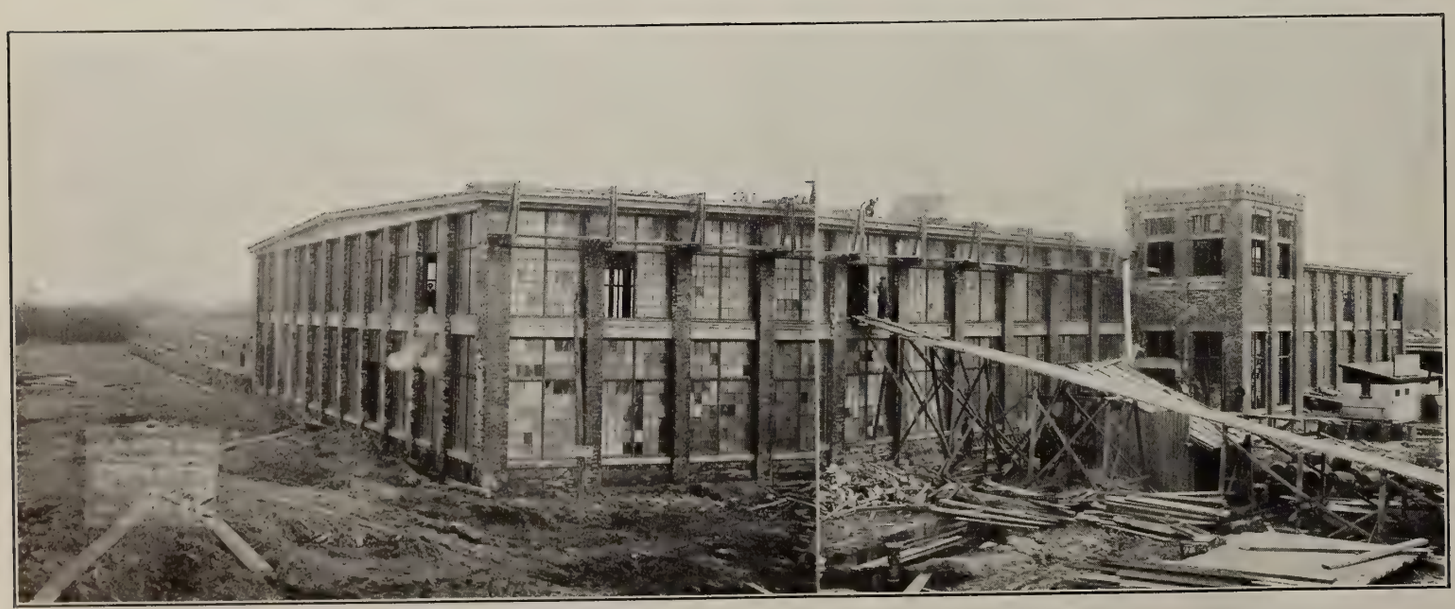
The Empire Cotton Mills, Limited, are building a fine new factory in Welland at the present time; it will employ about 300 people, and will cost, when completed, about $800,000. The factory will manufacture bag cloth, and the estimated annual output is 3,500,000 pounds. The Company will begin operations in August. The Canadian Billings & Spencer Co., Ltd., are making an addition to their factory, which, with equipments, will cost about $35,000, and will increase the number of their employees by 10, and their annual output by about $50,000. This addition will enable the Company to make drop forgings up to 200 pounds in weight.

The Standard Steel Construction Co., Ltd., are building a new factory costing $75,000, which will employ 75 men. The articles manufactured will be steel construction for bridges and buildings at the rate of about 7,000 tons annually. The Canada Car & Foundry Co. are also making an addition.

The Luck of Small Towns.

The establishment of great industries in small towns and villages is one of the outstanding industrial developments of this Province. Take for example the little community of Port Colborne. The Buffalo Union Furnace Company are building a new factory in Port Colborne this summer, which will cost between $750,000 and $800,000, and will employ about 200 men. The Company will manufacture foundry, malleable and Bessemer iron, and may later engage in the manufacture of basic iron. Their estimated annual output will be 125,000 tons per year.

Thorold is another town which has secured a great industry this year. The Beaver Companies are building a fac-



Splendid new factory now being erected at Welland, Ont., by the Empire Cotton Mills, Ltd. It will cost $800,000 and will give employment to 300 people

tory costing about $300,000, which will employ about 200 men. The company will manufacture 20,000 tons of wood pulp annually.

Still another lucky small place is Port Robinson, where the Standard Steel Construction Co. are putting up a new factory.

As regards the rest of the Niagara Peninsula, activity in industrial matters is fairly evenly divided between Niagara Falls and St. Catharines. In St. Catharines, the Canadian Yale and Towne, Ltd., are building an addition, which will bring their annual pay-roll up to 300, and will allow them to continue on a greater scale their manufacture of complete lines of builders' hardware, door locks, padlocks, cabinet locks, etc. A new factory is being built by the Canadian Warren Axe and Tool Co., Ltd., for the manufacture of logging tools, axes, etc. Additions are being made by the Steel & Radiation Co., Ltd., and the Canadian Crocker-Wheeler Co., Ltd.

In Niagara Falls, the greatest construction work is being undertaken by the American Cyanamid Company, which will extend and enlarge its factory this summer at a cost of about $500,000. This extension will require about three hundred extra employees, and will increase the Company's annual output by about 100 per cent. No new products will be manufactured besides the company's regular product, cyanamid Other companies building or extending this spring in Niagara Falls, are the Pollard Mfg. Co., The Agricultural Furnace Co., and The Dominion Chain Co.



Plant of the American Cyanamid Company at Niagara Falls. The Company are building a $500,000 addition, which will employ 300 extra people and increase the output by 100 per cent.

Brantford is Active.

The indications are that Brantford will enjoy a fairly prosperous industrial year. The Slingsby Manufacturing Co., Ltd., will spend about $25,000 in a building, which will employ about 35 people. This addition will increase their annual output by about 35 per cent. The Waterous Engine Works Co., Ltd., are making a large addition to their plant. It will be about 260 feet long. The Brantford Auto Cycles, Limited, have begun operations in a rented building. They are now getting ready for manufacturing and will begin to put out machines at the rate of ten per day about July 1st. They will employ about 50 people. The Pratt & Letchworth Co., Ltd., are making an addition which will cost about $150,000, and will employ about 150 additional hands, increasing the company's output by about 10,000 tons annually. The Brantford Cordage Co. are re-building their warehouse at a cost of about $5,000, and the Adams Wagon Co. are building an addition costing $8,000.

Big Extensions in London.

The present building operations in London, Ontario, suggest that the old "Forest City" will soon become a forest of manufacturers' chimneys. The McCormick Manufacturing Co., Ltd., are making an extension to their great plant, which will require between 600 and 700 extra employees. The McClary Mfg. Co., after their huge extensions of few previous years, are confining their efforts to the erection of a new pattern storage building, costing only $6,000. They are also remodelling their power plant, at a cost of $10,000. An entirely new factory, is that of the London Bolt & Hinge Co., which, when completed, will manufacture bolts, hinges and nuts. The Battle Creek Toasted Corn Flakes Co., Ltd., are erecting a fine new factory costing $100,000, and employing about 50 people. The company claims that this factory will be a model one from every point of view, perfectly sanitary and fire-proof as far as it can possibly be made.

The splendid new factory of D. S. Perrin & Company, Limited, the well-known biscuit and confectionery manufacturers, is now rapidly approaching completion, and, when finished, will be one of the best equipped, and most up-to-date factories of its kind in the Dominion. It is five stories and basement in height, with a frontage of over 100 feet on Dundas St., and 200 feet on south Carling St., in addition to the box factory and stables on North Carling St. The output of the plant will be greatly increased, and much new equipment will be installed.

Once upon a time St. Thomas was known only as a railway centre. It is a railway centre yet. No less than five steam roads and one electric road enter the city, the Michigan Central, the C.P.R., the G.T.R., The Wabash, The Pere Marquette, and the London and Lake Erie Electric Road. During the last two or three years, however, an important change has been coming over the city. It is becoming an important manufacturing centre as well. Three new factories are under construction at the present time. The E. T. Wright Co. are building a $50,000 factory, which will employ 300 people, and will manufacture high-class shoes. The Noble Manufacturing Co., Ltd., are building a $30,000 factory, which will employ 150 people, and will manufacture biscuits, candy and boxes. The St. Thomas Metallic Vault Co. are putting up a factory which will cost $25,000, and will employ 35 people. The Company will manufacture steel grave vaults. Extensions are also being made by the Erie Iron Works, costing $20,000, to be used in the manufacture of agricultural implements; by Thomas Bros., Ltd., costing $30,000, for the



View of Walkerville, showing (on the right) the plant of the Ford Motor Company of Canada, Ltd., to which a $400,000 addition is being built. Between 600 and 700 extra employees will be required.

manufacture of wooden ware; and by the St. Thomas Packing Co., costing $100,000, for cold storage purposes. Situated in the midst of a rich farming country, served by six railways and facing no difficult municipal problems, St. Thomas should continue without interruption her recent progress.

Three in a Row.

Those who live in Windsor, Walkerville and Sandwich must think it inevitable that the three places will grow together, and some day form a great manufacturing city. At present, the City of Detroit, to a certain extent, is in the process of moving across the Detroit River. A visitor to Walkerville is struck by the rapid growth of the place, and especially by the development of heavy industries which require water transportation. The Ford Motor Company of Canada, Limited, are building an extension to their great factory, which, when completed, will cost about $400,000, and will require about 600 or 700 extra employees. When this addition is completed, the Ford Company will be able to manufacture all the parts of their cars in this country. The estimated annual increase of output is placed by the Company at about $5,000,000. The Tate Electrics, Limited, are building a factory in Walkerville, costing $80,000, which, when in full operation, will employ about 160 men and 15 girls. The Company will manufacture electric pleasure and commercial cars. Their annual output will be approximately 400 cars of different models. The Fisher Body Company of Canada, Limited, are building a splendid new factory for the purpose of manufacturing automobile bodies. The annual output will be about $1,000,000. Work was started by this Company on June 1st, 1912. They began operating on a small scale on October 15th, 1912. They will continue building all this summer. The Peabodys' Co., Ltd., are making a $40,000 extension, adding 22,000 square feet of additional floor space, making a total of 75,000 square feet. They are installing from 100 to 150 machines, and will require about that number of extra operators. The Northern Crane Mfg. Co. are also making an extension.



The $50,000 addition to the plant of the Stratford Mill Building Co., at Stratford.

Sarnia Growing.

It has always been difficult to understand why the old port of Sarnia has not had greater industrial development. Its shipping facilities are unrivalled and the country back of it is fertile and well populated. During the last year or two, however, the industrial outlook of the town has greatly improved. The establishment of the Imperial Oil Company, Ltd., was the greatest step in that progress. The company are now building an addition to their Sarnia plant which will cost $682,000, will require 400 extra employees, and will increase the output of the plant by 80 per cent. As the company's addition of 1912 increased their capacity by 40 per cent., this year's addition will increase the capacity of the Sarnia plant by 152 per cent. over its capacity in 1911. It is interesting to know that, in addition to the $682,000 which will be expended in additions to the Sarnia plant this year, the company, during the past year, have expended $451,809 for new stations and equipment installed throughout Canada. Officials of the company state that these expenditures are required by the growth of Canada and by the company's determination to care for the trade by furnishing "Made in Canada," instead of imported products.

This spring three factories are under construction—the H. Mueller Mfg. Co., Ltd., the Sarnia Chain Company, and the Regal Fence Co. The most important of these is the H. Mueller Mfg. Co., Ltd. This plant has been under construction for some time, and the company's officials state that it will probably be two or three years before it is completed.

At present, there has been completed a finish building, 258 ft. by 62 ft.; a foundry, 191 ft. by 62 ft.; an iron and steel building, 250 ft. by 44 ft., and a power house, 75 ft. by 85 ft., with additional smaller buildings for taking care of various features.

All machinery has been set up, belted and ready for operation; patterns, tools, etc., have been made, and, while a certain amount of manufacturing work has been going on with the temporary power, it is

understood that the whole plant will be in operation the first week in June, when the company will take over the entire Canadian business of the H. Mueller Mfg. Company, casting work in brass, bronze, and other similar metals, similar to the goods manufactured in the United States plant at Decatur, Ill.

Their factory represents an investment of $300,000.00, and they will employ, in the beginning, about 100 men, but they expect to increase to 200 or 300 men within a very short while.

The company estimated their annual output between $250,000 and $350,000.

The Doherty Mfg. Co., Ltd., are building an addition, costing $18,000, which will require 20 extra employees and will increase the annual output by about 25 per cent. The Sarnia Bridge Co., Ltd., and the Dominion Salt Co. are also making extensions.

Stratford's Factory Building.

Another railroad city which is making remarkable progress is Stratford. The MacDonald Thresher Co., Ltd., are putting up a $75,000 addition to their present plant. This will increase the Company's annual output by about $150,000, and will require them to employ about 85 extra men. The Stratford Mill Building Co., Ltd., are putting up a $90,000 factory, with an addition of about $50,000. From 100 or 125 employees will be required. The articles manufactured will be flour-mill and grain-elevator machinery, transmission machinery, and general flour-mill and elevator equipment. The annual output will run between $100,000 and $150,000 per annum.

The Result of German Industry.

It would not be inaccurate to call Berlin "the industrial beehive of Western Ontario." That is the way the city impresses the visitor. There is such an economy of effort, space and capital; nothing goes to waste in Berlin. The Germans are efficient above all things, and efficiency is one of the seven-leagued boots of progress. Consider what Berlin is doing at the present moment. The following firms are building new factories: The Woelfle Shoe Company, The Dominion Tire Company, and the Williams, Greene and Rome Company of Berlin, Limited. Extensions are being made by C. A. Ahrens and Company, D. Hibner and Company, the Lion Brewery, The Berlin Felt Boot Company, The Canada Furniture Company, The Berlin Robe Company, and the L. McBrine Company.



Fine new factory of the Battle Creek Toasted Corn Flake Company, Ltd., now being built at London, Ont.

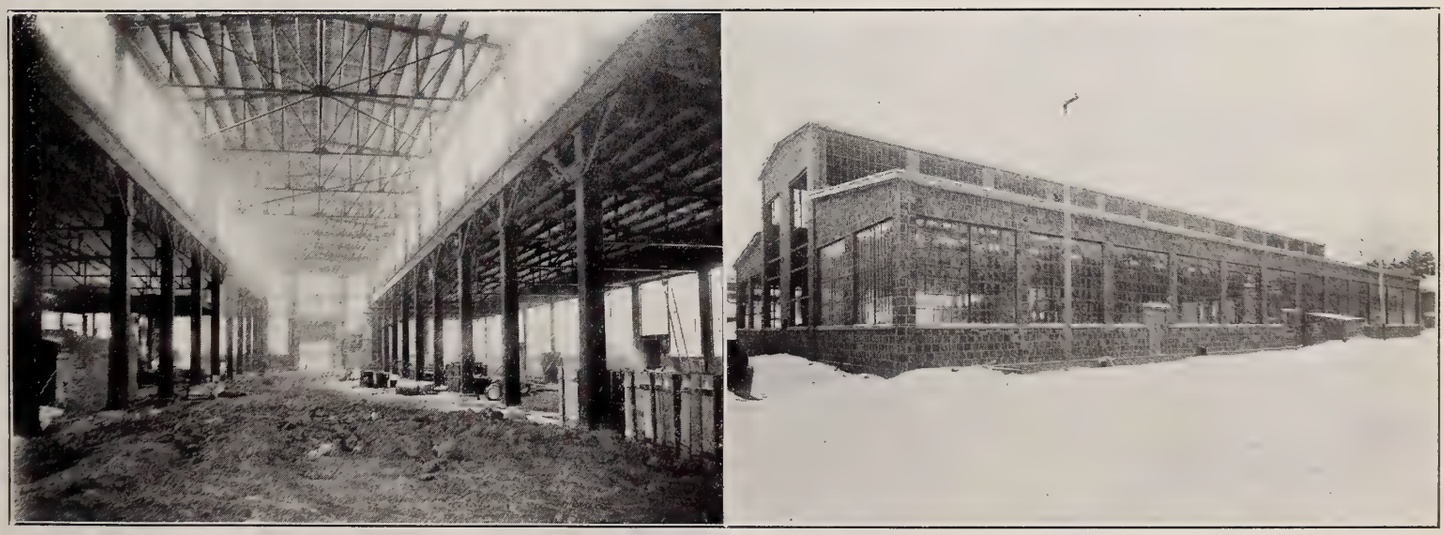
D. Hibner and Company's factory addition will cost $35,000 and employ 25 extra people in the manufacture of sectional book cases. The anual increase of output is estimated at $35,000, while the added floor space is 56,000 square feet.

The addition made by C. A. Ahrens, Limited, will cost about $7,000, giving employment to 20 extra people, manufacturing high grade shoes, and increasing the annual output of the company by 200 pairs daily, which will amount to over $75,000 annually.

Busy in Guelph.

After the extensive building operations of 1912, Guelph, industrially, is not so active this year, though the manufacturers of that city are doing a fair amount of extension work.

The Page Hersey Iron, Tube and Lead Co., Ltd., are building a new nipple department, consisting of a solid brick building with concrete floors and roof, 150 by 46 feet. This building will be for the manufacture of nipples,, couplings and cut pipe. In addition, the Company are erecting a crane runway, 396 by 47 feet, which will be operated by alternating current motors. This addition will cost about $100,000, and will give employment to 50 additional men. The Dominion Casket Co. have bought the factory formerly occupied by the



Exterior and interior views of the new foundry of Sheldons Ltd., Galt. This building is part of the $150,000 addition which the firm are erecting this year.

Canada Furniture Co., and are fitting it up for manufacturing purposes. They expect to employ about 50 people in the manufacture of caskets and funeral supplies. The Colonial Knitting Co., Ltd., have extended by renting and fitting up a building recently vacated by the Guelph Stove Company.

Sheldons Ltd. in Galt.

Galt is living up to its reputation as "The Little Birmingham of Canada." Sheldons Limited, are adding about 150 feet to their machine shop and are erecting a complete new foundry building, which will be in operation by the 1st of June. The Company are employing in Galt about 275 men, exclusive of office and drafting-room staff. The additions now under way, which will cost about $150,000, will permit of about 100 per cent. increase in their foundry department, and about 50 or 60 per cent. increase in the machine shop and general factory department The Galt Shoe Mfg. Co., Ltd., are building a factory costing $20,000, which will give employment to between 150 and 175 workmen. Its annual capacity will be about 300,000 pairs of shoes. The Galt Robe Co. are re-building their factory, which was burned down, on a more extensive scale, and the building will soon be ready for operation.

The Galt Brass Mfg. Co., Ltd., are building an addition costing $7,000 and are installing a steam heating system in their whole plant. They will extend their output to include brass goods used in the pumbing and heating trade.

Preston at Work.

In the thriving little town of Preston, The Preston Car & Coach Co. are building four assembly shops, sixty by two hundred feet; one reinforced concrete store room, 60 by 100 feet; and one car transfer table 70 feet long, and 125,000 pounds capacity. The Dominion Bronze Manufacturing Company are building a factory costing about $25,000, and employing about 25 people in the manufacture of brass fittings for electric and steam coaches. Another new factory is being built by the Anchor Bed Company, of Toronto. It will cost about $25,000 and will employ 50 people.

The above records the most important factory construction under way at present in Western Ontario. While the greater part of the statistics presented, being supplied directly by firms building or by city officials, are accurate, the leniency of the readers of INDUSTRIAL CANADA will be extended to cover any slight errors or omissions when the writer states that the material was collected in a hurried trip of ten days.

The next article on the factory building of Toronto and Eastern Ontario will appear in the July issue.

LUMEN BEARING FACTORY.

The Lumen Bearing Company, West Toronto, have broken ground for a substantial addition to their plant. The purpose of this addition is for the manufacture of Ideal Trolley Wheels, and Die Castings, together with the other available space for the increased manufacture of brass and bronze castings.

SECOND HAND MACHINERY.

For Sale:—One 72 x 42 inch *Hot Air Fan* with four sectional Heating Coils, two 55 x 28½ inch *Hot Air Fans* with four sectional heating coils. All made by Sheldon & Sheldon, Galt, and all in first class condition. Apply to Barber Paper & Coating Mills, Ltd., Georgetown, Ont.

A BRIGHT BOOKLET.

"The Highest Paid Salesman in the World" is the title of an illustrated booklet, which has just been issued by J. J. Gibbons, Ltd., 119 Wellington St. W., Toronto. Free copies may be secured upon application.



FRAUDULENT ADVERTISING.

Members are invited to avail themselves of the Commercial Intelligence Committee to expose swindlers.

THOUSANDS upon thousands of dollars are being taken out of the manufacturers of Canada annually by worthless advertising propositions, and by grafting schemes of the hold-up variety.

Papers, purporting to be the official organs of labor unions, but in reality piratical sheets absolutely without any status, are reaping a harvest from business houses that are ready to spend $25.00 or $50.00 just to show their employees what good fellows they are. Freight handlers, switchmen and others are getting fat subscriptions, ostensibly for some laudable object, but often in reality for their own pockets, from shippers who fear that unless they contribute they will be discriminated against in some way. Some publications adopt the device of submitting for approval a flattering write-up which will be inserted for a consideration; others, more bold, will threaten that unless you give some such consideration they will write you up in a different vein.

Hundreds of companies are swindled by these schemes every year. The reason so many of them are victimized is, that they are reluctant to stand alone. They want to be firm, but they are not sure that their fellow manufacturer will be equally firm.

Ask the Commercial Intelligence Committee.

The Canadian Manufacturers Association is anxious to protect its members as far as possible against evils of this kind. To meet the situation the Commercial Intelligence Committee, with the approval of the Executive Council, has constituted itself a Committee of Investigation for the purpose of looking into, and reporting upon, any proposition which any individual member of the Association chooses to put before it.

This is a bona fide offer, for, with Secretaries in Halifax, Quebec, Montreal, Toronto, Hamilton, Winnipeg and Vancouver, the Committee should have exceptional facilities for doing the work. Their thought, however, is that very little work need really be done, for if the members, when canvassed on behalf of something that looks questionable, or about which they have very little information, will tell the canvasser to submit his proposition first to this Committee and have it approved, they will quickly rid of him, probably for good. At the same time a note of advice addressed simultaneously to the General Secretary and to the nearest of the Branch Secretaries, may result in the prompt exposure of an attempted fraud.

The Committee cannot undertake, of course, to pronounce upon the merits of regular publications, particularly those of standing, or to advise regarding subscriptions to the numerous local funds, for which business houses are constantly being canvassed. What is aimed at is rather the suppression of those schemes which savor of graft or blackmail, and, with the active co-operation of our membership along the lines above indicated, a large percentage of these should automatically disappear.

TRADE DISPUTES DURING APRIL.

While the actual number of trade disputes in existence during April was greater than in the preceding month and exceeded by twelve that of the corresponding month of last year, the number of working days lost to employees thereby was not as great as during April, 1912. The industries most affected by disputes in April, according to *The Labour Gazette*, were mining, building and the clothing trades. The disputes of coal and metalliferous miners in British Columbia, previously begun, continued, as did also the strike of gold miners at Porcupine. The most serious disputes in the building trades involved painters at Winnipeg and miscellaneous employees at Nelson, B.C. In the clothing trades more than 2,000 garment workers at Hamilton were thrown out of work by a dispute which lasted about two weeks. Business conditions were considerably affected in Montreal and Toronto by short strikes of teamsters. Although more than twenty new disputes occurred during April a satisfactory feature was the fact that in nearly every case a settlement was soon reached, the majority of the disputes being strikes called to enforce demands for increased wages.

PRICES STILL TEND UPWARD.

The Labour Department's index number of wholesale prices stood at 136.3 for April as compared with 135.9 in March, and 136.0 in April, 1912. The chief increases occurred in western grains, animals and meats, earthenware, paints and oils. There were increases in eggs, fresh fish, fruits and vegetables, cotton, brooms and raw rubber. Grains and fodder, dairy products, fruits and vegetables were lower a year ago, but most of the other groups were higher.

In retail prices there was a general decline in eggs, and an upward movement in meats, especially in pork products. Butter, milk and cheese were also downward. Coal was reduced for the summer in some localities. Rentals were strongly upward in several cities.



The "Made-in-Canada" Train which is now touring the West, showing the consumers that Canadian goods are among the best manufactured anywhere in the world.

MEETING OF MONTREAL BRANCH

By H. T. MELDRUM, Secretary

Shows a year of Great Progress. Membership Increased from 583 to 609. Close Watch kept upon Legislation. Mr. Gourlay Prophesies a General Revision of the Tariff. Mr. Gordon spoke against "speeding up" of Municipalities.

WITH more than a hundred representatives of manufacturing firms in attendance, the Annual Meeting of the Montreal Branch of the Association was held in the Canada Club Rooms in that city on the evening of Thursday, May 15th. It was in all respects a most successful gathering. The report of the Committee showed an active and profitable year's work. The addresses delivered were notable for their practical application to matters of interest to the members; and for their broad review of industrial conditions in Canada.



Mr. Howard Murray

Shawinigan Water and Power Company, Elected Chairman of the Montreal Branch.

An informal dinner preceded the meeting. Lieut.-Col. C. A. Smart, M.L.A., the retiring Chairman of the Branch, presided, and seated with him were Messrs. R. S. Gourlay, Toronto, President of the Association; C. B. Gordon, Montreal, Vice-President; D. J. Fraser, St. Johns, Que., Quebec, Vice-President; C. C. Ballantyne, Montreal, Ex-President, and other leaders in the industrial life of Montreal.

Mr. Gourlay's Address.

A personal toast proposed to the health of the President by Col. Smart, gave the audience an early opportunity to hear Mr. Gourlay. He congratulated the Montreal Branch on the work it was doing for the advancement of the interests of its members and then passed on to mention the manner in which Montreal had advanced as an industrial centre. There were manufactured in Montreal 174 different classes of goods. However, there were a great many articles required in Canada but not made in Canada. Past Governments and the present Government had had some consideration for the maintainance of existing industries, but they had given very little thought to the opportunities for establishing new lines of manufacture. "We should aim to extend the variety of our industries," he said, amidst applause.

More attention should be paid to the development of export trade. It was a matter of congratulation that the present head of the Department of Trade and Commerce was a man of great energy and ability, and that he had a full realization of the potentialities of his Department; which, as a consequence, was no longer an insignificant part of the Government system. The Association should see to it that the head of this Department was always a man seized with the the importance of fostering trade and competent to open up new channels. The aggressive policy of the Present Minister afforded manufacturers more opportunity to do business abroad and they should exercise it to the full. It was not sufficient to think only of supplying the home market. Canadian manufacturers should push their goods in foreign lands and make the Canadian trade marks of world-wide renown.

Tariff Revision Coming.

Mr. Gourlay also said: "It is highly probable that in the near future—I do not speak with authority—there will be a general revision of the Canadian Tariff. Certain matters forshadow such action, the West Indies trade agreement, the trade arrangement which is being negotiated with Australia, the tariff changes in the United States; the agitation which has been raised over certain special items in our present tariff, all thse things point to a tariff revision. When that revision comes, the manufacturers must act as a unit; they must get together; decide on what tariff is required; and then stand together and express their views firmly and with unanimity. The Association provides the best means whereby this may be done."

In conclusion, the President urged that the manufacturers should consider the necessity of having a stronger representation in Parliament of practical men, who knew the interest of the manufacturers and could defend them against attack.

Lieut.-Col. Smart, in his address of welcome to the members, referred to the general business conditions which had obtained during the year. Trade was not now so buoyant as earlier in the year, but the check was, he thought, only of a temporary character; and that within a few months there would be a complete rehabilitation of financial conditions. Meanwhile, the annual influx of immigrants had again commenced and in even greater volume than in the past. It was

unfortunate, he observed, that so great a proportion of these new Canadians passed on to the West when so many of them were needed in the industrial centres of Eastern Canada, and particularly in Montreal.

The Failure of the Railways.

Referring to the transportation problem which had been so vexatious during the past year, Col. Smart declared that the railway companies had utterly failed to substantiate the claim they had made to the Railway Commission eight months ago that an increase in the demurrage charges during the winter season, would relieve the congestion of traffic which existed. Steps were now being taken to secure regulations which would bring nearer home to the railway companies their responsibilities as public carriers; and he asked the members to suppy Mr. Walsh with all possible information which would assist him in preparing his case for the Railway Commission.

Some figures were given to show the industrial progress of Montreal. The city proper, including Maisonneuve, Westmount, Verdun, Outremont, and Lachine, really component parts of Montreal, stood first on the list of cities in the industrial census of 1911. There had been an increase in the decade since 1901, from 71 to 166 millions in the value of factory products, from 57 to 132 millions in the amount of capital employed; from 17 to 34 millions in the amount paid as wages. The population on the Island of Montreal was increasing at the rate of more than fifty thousand a year.

This rapid growth in population, said Col. Smart, entailed added responsibilities. The housing accommodation for our workmen was quite inadequate and it was the duty of the manufacturers to do what they could to improve their condition. Largely owing to the efforts of our Vice-President, Mr. C. B. Gordon, the Greater Montreal Housing & Planning Association had been formed with this end in view. The Branch Committee was lending its support and individual manufacturers should give what assistance they could.

Col. Smart testified to the excellent work of the Branch Executive during the year, with special reference to the Vice-Chairman, Mr. Howard Murray, and the Chairman of the sub-committees on Legislation and on Municipal Affairs, Messrs. Wm. Rutherford and T. H. Wardleworth.

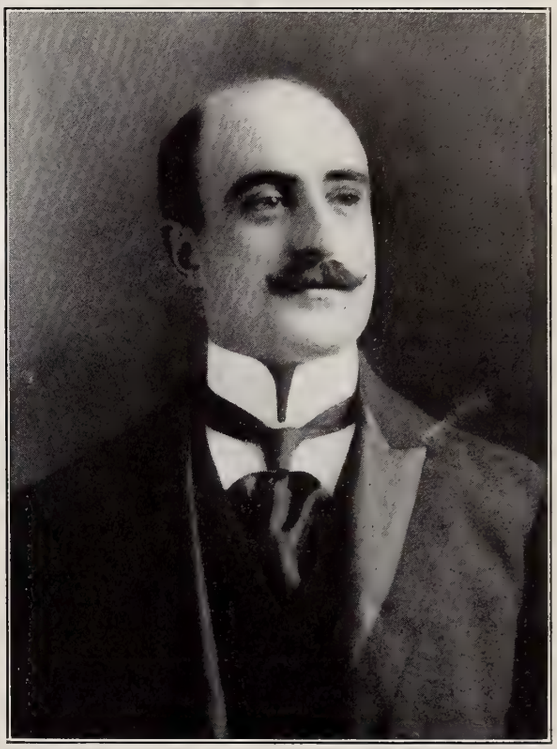
A Remarkable Year's Work.

The report of the Executive Committee, read by the Secretary of the Branch, was a record of an excellent year's work. A close watch had been kept on all matters of a local nature and on all provincial legislation of interest to members any where in the province. The membership of the Branch had increased in the eleven months period (the Branch meeting having been advanced a month to suit the convenience of the members) from 583 to 609.

In regard to Legislation, mention was made of the re-adjustment of the tax on Commercial Corporations, the defeat of the Election of Domicile bills, the defeat of a bill to amend the Workmen's Compensation Act, the establishment of a Fire Protection system in the rural districts, the report of the Commission on the revision of the Municipal Code, and the failure of the Quebec Bulk Sales Act to fulfil its desired effect.

Under the heading of "Municipal Affairs," was reported the successful efforts of the Branch and other commercial organizations, to remedy conditions in the civic administration; the proposal to allow the street railway Company to carry freight at night; the condition of the water service; the proposed establishment of an Industrial Bureau for the city; the campaign for improved housing conditions; and the inauguration of a fire prevention campaign. Mention was also made of the attempted increase in the cartage rates charged by the railways to 3c per hundred.

Representations had been made by the Branch to the Federal Government concerning labour disputes, concerning the proposed improved steamship service to the West Indies, and



Mr. T. P. Howard,
Phoenix Bridge and Iron Works, Ltd., Elected Vice-Chairman of the Montreal Branch.

concerning an attempted evasion of customs duties by a French export firm; and to the Harbour Commissioners of Montreal respecting the congestion on the wharves and the difficulty of obtaining delivery of consignments there.

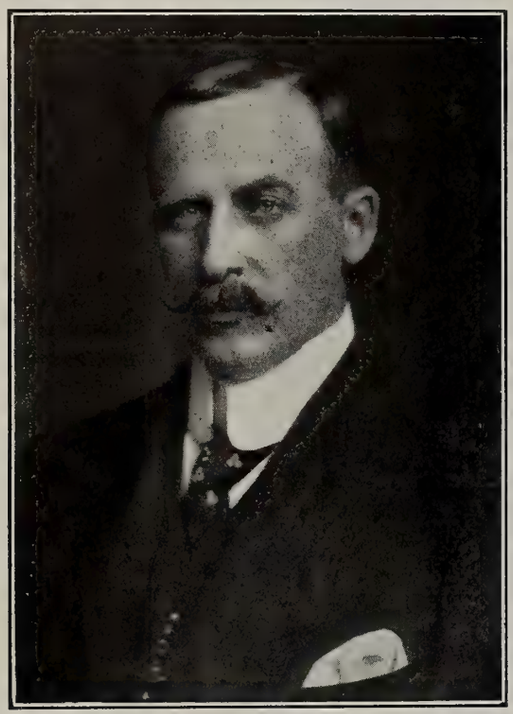
The adoption of the report was moved by Mr. Howard Murray and seconded by Mr. T. P. Howard.

Mr. Gordon's Warning.

Speaking to the motion, Mr. C. B. Gordon, Vice-President, gave a word of warning to his hearers. He had just returned from the other side of the Atlantic, he stated, and found a spirit of caution abroad in the land. It was time for Canadians to stop and ask if they had not been travelling a little too fast, if they had not been borrowing a little too freely. Municipalities, especially in the West, had been reckless and extensive real estate speculation had given ground for criticism. As Canadians and as borrowers, they should see that every enterprise here was carried on in a reasonably conservative manner. Anything which tended to check the enormous flow of capital to Canada reflected on the deposits of the country and tight money with all its consequences resulted.

Discussing conditions in Montreal, he said: "Instead of taking advantage of the fact that she does not need to pay out good money for a publicity department, she has been busy driving people away because she has not provided machinery to aid them in establishing here. A great many prospective industries have come to the city, looked over the ground, and gone elsewhere, because Montreal has not encouraged them. The Manufacturers Association has done a lot to remedy this

state of affairs, and it is to be hoped that it will do more in the task of doing for Montreal something which she has so far been unable to do for herself. The Aldermen of this city have exhibited to date most remarkable incapacity and inactivity in this regard."



Col. Chas. A. Smart.

Of the Smart Bag Company, Limited, Retiring Chairman of the Montreal Branch, 1912-1913

Mr. C. C. Ballantyne mentioned his trip to Ottawa with the "Made-in-Canada" Exhibition train. "The West is going ahead so fast in manufacturing that in a few years, such a thing as a 'Made-in-Canada' train will not be necessary;" he said. "Winnipeg, which had only 21 manufacturing industries ten years ago, now has 250. The cities of the West are becoming manufacturing centres."

The Tariff and the West.

Referring to the tariff changes recently announced at Ottawa, he said:

"Both the late Government and the present have been much more impressed with what the West says than with the appeals of the East. The reason is that the grain growers have a very fine phalanx of pioneers in Parliament. We don't want privileges, but we must insist on a square deal. I have gained the personal impression that the interests of the manufacturers is somewhat on the wane. We have not even a corporal's guard in Parliament."

Mr. Ballantyne warmly endorsed Mr. Gourlay's suggestion as to the desirability of the manufacturers being more strongly represented at Ottawa; and in this connection he prophesied the translation of Lt.-Col. Smart from the Quebec Legislature to the Dominion House of Commons.

Mr. G. W. Sadler took a strong stand against allowing foreign labour agitators to interfere in Canadian Industrial affaffairs.

Mr. Howard Murray, the Chairman elect; Mr. T. P. Howard, Vice-Chairman elect; Mr. G. M. Murray, General Secretary, and Mr. J. E. Walsh, Manager of the Transportation Department, were called on for brief talks before the meeting closed.

The election of officers and Committee members for 1913-14 showed the following results:

Chairman—Howard Murray, Shawinigan Water & Power Company.

Vice-Chairman—T. P. Howard, Phoenix Bridge & Iron Works, Limited.

Representatives of Montreal City and Suburbs on Executive Committee:

W. F. Angus—Canadian Steel Foundries, Limited.
Geo. Esplin—G. & J. Esplin.
B. Gardner—The B. Gardner Co., Ltd.
F. H. Hopkins—The Dominion Wire Rope Co., Ltd.
W. L. Jamieson—R. C. Jamieson & Co., Ltd.
S. D. Joubert—Lamontagne, Limited.
R. H. McMaster—The Steel Co. of Canada, Limited.
C. S. J. Phillips—Morton, Phillips & Co.
Wm. Rutherford—Wm. Rutherford & Sons Co., Ltd.
F. N. Southam—Southam Press, Limited.
T. H. Wardleworth—National Drug & Chemical Co. of Canada, Ltd.
Wm. Waugh—Boulter, Waugh & Co., Ltd.

Representatives of affiliated towns on Executive Committee:

H. T. Chalifoux—O. Chalifoux & Fils, Ltd., St. Hyacinthe, Que.

John Lowe, Jr.—Montreal Cottons, Limited, Valleyfield, Que.

The Rochester Chamber of Commerce has for the third year appointed a fire prevention committee, the chairman this year being Percy B. Dutton, State manager of the Humboldt and Teutonia fire insurance companies of Pittsburg. This committee has accomplished decided results during the past two years in arousing public sentiment on this important subject, and through a series of special publications which have been widely distributed has acquired a conspicuous position in fire prevention work.



Hon. George E. Foster

Minister of Trade and Commerce, who has negotiated the trade agreement between Canada and Australia

A DOMINION TESTING LABORATORY

By J. W. HARKOM

A Civil Engineer's View of the Problem of Establishing a Testing Laboratory under the Supervision of the Trade and Commerce Department Would Finance it by Scale of Fees

THE necessity for a general testing laboratory under the control of the Dominion Department of Trade and Commerce is apparent when it is considered how wide a field such an institution could cover.

Food offered for sale requires analysis to define how near it approaches to standards set or in common use. This is done in Canada, but not in a sufficiently thorough manner, and the reports of analysis are frequently combated, as was the case recently in connection with the report of a Provincial analyst, at whose back were no provisions for action.

Not only articles intended for food, but also materials used in manufactures of all kinds, are subject to variations in quality. Cottons or other materials for clothing vary much in quality; metals, lumber, leather, and all the range of materials used for building and all other purposes, come within the probable necessity of having their quality determined.

To simplify and expedite decisions it seems advisable that there should be available, at short notice, sworn experts whose report would be accepted as incontrovertible evidence in the courts or before boards of arbitration.

One in Germany.

That such an institution is practicable is evidenced by the fact that at least one exists, and is reputed to be of great value, near Berlin in Germany.

The reports from this laboratory are accepted as reliable, and opposing experts are debarred from giving evidence in suits where such reports are presented.

A very wide field might be covered in mentioning how many items could be dealt with, but it is clear that advantage would accrue from a report by an entirely independent officer, such as a member of the staff of a laboratory under the control of the Dominion Department of Trade and Commerce, supporting the action of a prosecuting official, whether belonging to one of the other Dominion departments, to Provincial or to municipal offices.

There are attached to the universities several laboratories, which afford not only instruction to students, but also frequently supply to manufacturers and others information of great value.

Inspection companies, employed chiefly in engineering work, also make certain classes of laboratory work part of their business, and consulting chemists do a large amount of analytical work, all, however, subject to the charge of influence.

The engineering profession requires somewhat extensive installation of plants which would admit of destructive tests on large members.

The Canadian Society of Civil Engineers has a committee which is bringing to the notice of the Dominion Government the necessity for providing facilities for such work.

Difficulties to Surmount.

At first sight the proposal to establish a general testing laboratory is somewhat formidable.

That it would not be so difficult may be seen when it is remembered that the long distances separating points where service would be required for the more common items, would necessitate the establishment of branch laboratories in the Dominion.

For instance, the university laboratories could be given the status of branch laboratories, all representing the Department of Trade and Commerce, the officials being proved competent sworn officers and receiving regular salaries or retaining fees for their services.

The organization of such a service is not so very formidable an affair, and the advantage to be gained would more than compensate for the trouble and expense.

Expediting decisions in cases of dispute, giving confidence to the general public in connection with food supply, allowing provincial or municipal officers to act confidently in cases where they found it necessary to prosecute, and affording valuable aid in research work, and furnishing information to manufacturers, are some of the benefits which would result.

The Financial Question.

The expenses attending the up-keep of the laboratory could be largely, if not wholly, met by a scale of fees. These fees would prevent abuse of the benefits conferred on the public, but need not be made prohibitive.

On the other hand, the provision of facilities which gave confidence and encouragement to all the population would justify the expenditure of a considerable sum by the Dominion Government, for a purpose which seems to come properly within Government functions, without tending to discourage or crush individual initiative.

That such an institution should be created is well worth considering, and its establishment seems to be quite within the province of the Department of Trade and Commerce.

That Department is not in actual contact with the executive branches, and consequently its representatives would be free from charges of partisanship.

That the reports would be issued from a source free from external influence would give confidence to the public or others requiring assistance.

ASSOCIATION ACTIVE IN WINNIPEG.

It is stated that Winnipeg will make a determined effort to secure the C.M.A. annual convention in 1914, and that a strong delegation will be sent to Halifax, where the convention meets this year, for that purpose.

The Winnipeg members of the Association are taking a keen interest in the Winnipeg Exhibition, and it is expected that the Manufacturers' section this fall will surpass all previous displays.

Members of the Association will notice with pleasure the recent election of Mr. John Stovel, of the Stovel Co., Ltd., to the presidency of the Winnipeg Board of Trade.

TRANSPORTATION

By J. E. Walsh

The question of delays to freight in transit will be heard by the Dominion Railway Commission, at a special sitting in Ottawa on June 18th. Members from Montreal, Winnipeg and Hamilton should be present to support the Association, as this is a question of vital importance to all Canadian manufacturers, and the sitting will afford the last opportunity for the presentation of argument.

The following circular has been recently issued by Mr. M. H. Brown, Division Freight Agent of the C.P.R.:

Now that navigation on the Great Lakes is open, the attention of shippers is drawn to the importance of showing on their shipping bills the value of their shipments for marine insurance purposes.

Rates to Sault Ste. Marie, Port Arthur, Fort William and points west thereof, include ordinary marine risk, but in order that the railway company may place proper insurance, it is necessary that shippers show the total value of each consignment on the face of the shipping bill.

Rates to Lake Huron and Georgian Bay points, except Sault Ste. Marie, are exclusive of marine insurance, and it is therefore important that shippers endorse on their shipping bills instructions as to whether such traffic should be routed Lake and Rail, or All Rail. When shippers do not mark their consignment notes via "Lake and Rail" or "All Rail," shipments will be held at shipping point until definite routing instructions are received.

For the convenience of shippers, this Company will be prepared to insure westbound shipments destined to Lake Huron and Georgian Bay Ports against ordinary marine risk, on shippers' account, at a rate of 15c. per $100.00, shippers' valuation, minimum premium for a single consignment, 15c. When shippers desire to take advantage of this arrangement, it will be necessary for them to so indicate by noting on their shipping bill, "Insure for $....."

Shippers are therefore particularly requested to, in every case, show on shipping bills the value of shipments destined to Sault Ste. Marie, Port Arthur, Fort William and points beyond, and also to show the value of shipments destined to Lake Huron and Georgian Bay ports, where it is desired that this Company effect marine insurance.

The Canadian Northern Railway is to get a subsidy from the Dominion Government of fourteen millions on portions of its main line between Quebec and Yellowhead Pass.

Of this main line the following sections are now in operation:

	Miles.
Quebec to Montreal	178
Hawkesbury to Ottawa	57
Port Arthur to Edmonton	1,265
Total	1,500

	Miles.
Ottawa to Port Arthur	910
Edmonton to Yellowhead Pass	260
Yellowhead to Vancouver	525
Total	1,695

The proposed subsidy is $12,000 a mile on the first two sections stated above to be under construction.

The main line from Ottawa to Yellowhead, according to the company, will cost $90,000,000 to construct, and an additional $40,000,000 for terminals now building at Montreal, Ottawa, Port Arthur, Winnipeg and in British Columbia. Rolling stock is excluded from this.

Toward the constructions of portions of this main line the Dominion Government have guaranteed bonds somewhat exceeding fifty millions and subsidies (including the one now proposed) of about sixteen millions. The total mileage of this main line is about 3,100 miles. For the proposed subsidy of fourteen millions the company gives the Dominion $7,000,000 of its paid-up stock. C.N.R. trains will be running from ocean to ocean by the summer of 1914.



"Take off your coat, Sam, or you'll soil it."

—Toronto World.



INSURANCE

By E. P. Heaton

The Manager of the Insurance Department attended the Annual Convention of the National Fire Protection Association as the representative of the C.M.A., which was held in New York on May 13th to 15th. He conveyed the thanks of the Association to the N.F.P.A., for the services of Mr. Franklin H. Wentworth and expressed the hope that we might be favored this year with a further and longer visit from that gentleman. This is likely to be brought about and we shall look for a continued incentive in our Fire Prevention Campaign.

The new Ontario Fire Prevention Association was well represented at the same Convention by Mr. J. B. Laidlaw, Manager of the Norwich Union Fire Insurance Society and by Mr. Wm. Walker, the Secretary. Both gentlemen spoke briefly and I think I can safely say that Canada was not only well represented but that those present at the Convention realized that something was being done here.

This is as it should be. We must not be content to follow, we must lead in the movement to stop the tremendous fire waste; it is a case of a long pull, a strong pull, and a pull altogether. Our motto must continue to be Agitate! Agitate!! Agitate!!!

We are indebted to the *Toronto Globe* for a reliable and regular daily "Fire Record." Scarcely a day passes in which there is not reported a fire of $10,000, and even one of $100,000 excites no comment; we are not easily moved unless a fire disaster strikes home and even then we are consoled with the thought "We are fully insured."

A proclamation by the Governor of Texas reads as follows:

I, O. B. Colquit, Governor of Texas, do hereby proclaim April 18, A.D. 1913, as a general clean-up day, and I especially request that owners of property give personal attention to the removal of all rubbish and debris from their premises; that all chimneys and flues be carefully examined, and that the carelessness in permitting the burning of rubbish and combustible refuse near adjoining buildings be discontinued; that the various boards of education throughout the State and those who are charged with the responsibility of the safety of school children and students and wards in hospitals shall use special effort to protect such property and lives from injury and destruction by fire, and it is especially recommended that city and village councils throughout the State shall observe the above mentioned date as "clean-up day" for the purpose of awakening the proper sense of responsibility of our people, and minimize as much as possible the damage from fire within our State; and that the boards of education, public officials and teachers having the responsibility and care of the children, especially in public schools, shall set apart this day for the inauguration of fire drills and such instruction as it is possible to give in regard to fire hazards and the simple methods of fire prevention and rescue work, and that these fire drills be made a permanent feature and practised at frequent intervals throughout the school year.

The second heaviest fire loss ever sustained by the New England Mutual Companies was occasioned to the plant of The Champion Coated Paper Co., at Hamilton, Ohio, which occurred at the time of the fatal floods in March. The loss to the Mutual Companies was in the neighborhood of $750,000.

The lessons to be learned from this fire are worthy of a place in this column and of special consideration:

"It is possible that a fire might have been extinguished in its incipiency had the men remained in the third-story building where the fire started, and this emphasizes the desirability of always standing by property until the last extremity.

"The hazard from chemicals, which heat quickly, or which are in themselves when mixed with other chemicals known to be dangerous, is also emphasized. These should be stored in incombustible rooms shut off from main buildings, or entirely separated from them, and only one day's supply should be brought into main buildings at any time, and should be so handled as to reduce the possibility of fire to a minimum.

"The value of fire walls in any plant was also well illustrated. They saved the Finishing Room and they failed to save the Coating Room only because there were no sprinklers or hose streams available to reinforce them, and finally parts of this higher wall fell, carrying the fire beyond and there was nothing to check it.

"The incombustible roof construction of No. 1 Machine Room also prevented the spread of the fire in that direction and avoided considerable loss in Group 1, thus illustrating the fire-resisting qualities of concrete construction, there being nothing about the roof structure which the fire could feed.

"The fire also emphasizes the desirability of locating indicator post gates, where possible, at a sufficient distance from buildings, so that they may not be liable to injury by falling walls. A number of those around the plant were injured, so that they could not be operated."

Metropolitan Fire Insurance Company.

Will Members of the Association, who have received Assessment Notices from this Company, communicate with the Manager of the Insurance Department. The Assessment that has been made by the Company should not be paid without the order of the Courts.



LEGAL NOTES



By F. W. Wegenast

The State of New York is experiencing a struggle over the question of workmen's compensation somewhat corresponding to that in Ontario. The Legislative Assembly and the Senate of the State have adopted the so-called Foley-Walker bill, which leaves the insurance in the hands of the liability companies. The Democratic party in the Legislature have supported the so-called Murtaugh-Jackson bill, which would establish a state insurance department for the administration of compensation. The latter bill is of course bitterly opposed by the liability insurance interests, but has the support of the labor interests, and also of the progressive party under Colonel Roosevelt. Governor Sulzer is at present hearing representatives for and against his proposal to veto the Foley-Walker bill. The situation is chiefly remarkable for the belated awakening of the officials of the labor organizations to an appreciation of the really vital elements of the problem of workmen's compensation. In most of the other states, as in this country, the attitude of the labor element on this phase of the subject has been governed largely by the stand taken by employers; the labor leaders considering it their duty to oppose whatever employers advocated. The experience of the State of Washington under a system devised and framed by employers is rapidly becoming a leavening influence in the United States. The usual misstatements with regard to the Washington and Ohio systems are of course being industriously circulated in New York, and have gained considerable support amongst employers for the liability insurance side of the controversy.

Manufacturers of paint and varnish are complaining of the unfair advantage which American manufacturers are able to exercise by using the wine measure standard. While sales of bulk quantities by measure in this country must be made in compliance with the Canadian Imperial standard, there is nothing to prevent the sale of sealed tins of any quantity without references to any standard measure. As a matter of fact, however, these sealed tins are described by the traveller to the retail dealer by reference to the gallon or fraction of gallon and the American traveller is able to quote prices which appear to be below those of the traveller for the Canadian firm. The subject is at present under consideration by the departments concerned at Ottawa.

The case of Pagliai v. C.P.R., decided by Mr. Justice Britton last week is of some interest. The plaintiff on the 18th December, 1911, delivered to the agents of the defendants at Minneapolis a cask of moulds and a cask of models to be carried to Toronto. The moulds arrived safely, but the models did not, having been apparently lost in transit. The plaintiff sued for $2,000 damages for the loss of the models. Britton J., found, upon evidence, that the defendants were liable for the loss of the models; in fact, he said, liability was conceded at the trial; but the defendants contend that the amount claimed by the plaintiff was exorbitant. The learned Judge reviewed the evidence, in a written opinion, and stated his conclusion that the plaintiff's damages were not so large as the amount which he said was paid for the models. Damages assessed at $850 and judgment directed to be entered for the plaintiff for that amount with costs.

The case of Storey v. Stratford Mill Building Company, decided on May 3rd by Mr. Justice Kelly of the Supreme Court of Ontario, will, unless reversed in the appellant courts, open the way to considerable complication in connection with the workmen's compensation laws of the different provinces. The plaintiff was employed by the defendants in the Province of Ontario and sent by them to Wakefield, in the Province of Quebec, to erect some machinery. In the course of his work the plaintiff was injured by the negligence of another employee in the same employ. Mr. Justice Kelly has held that the plaintiff is entitled to succeed in an action in the Ontario courts, although by the law of this province the plaintiff would not have been entitled to succeed if the accident had happened here. The reasoning is that the plaintiff has suffered a "wrong" which is not "justified" by the law of the Province of Quebec. If the Province of Quebec had had a workmen's compensation law such as that proposed for the Province of Ontario, the same reasoning would have applied and the plaintiff would have been entitled to recover double compensation as he may indeed in this case, because it is doubtful whether the fact of his having recovered in Ontario will disentitle him to recover under the Quebec Workmen's Compensation Act. This is a phase of workmen's compensation which will have to be carefully dealt with when the Act comes before the Legislature of the Province of Ontario.



Australian Labor Caucus wishes to control the country.
—Liberty and Progress.



CUSTOMS



By J. R. K. Bristol

TARIFF OF CANADA.

The following changes in the tariff of Canada were announced by the Minister of Finance in his budget speech on the 12th inst. Except as to cement and machinery, they were rendered necessary principally through the tariff agreement with certain West India Islands. These changes are effective on and after the 13th inst., viz.:

Only the preferential and general rates are given here, except where the intermediate rate alone is changed:

Cocoa paste, etc., unsweetened, increased from 2½ and 3 cents to 3½ and 4 cents per pound.

Cocoa butter, reduced from 2½ and 3 cents to 1½ and 2 cents per pound.

Cocoa paste, etc., sweetened, increased from 2¾ and 3½ cents to 3½ and 4 cents per pound.

Cocoa and chocolate powders, increased from 15 per cent. and 20 per cent. to 20 per cent. and 25 per cent.

Chocolate preparations and confectionery, N.O.P., a duty of ½ cent, in addition to the present 22½ per cent., and 35 per cent.

Rice, flour, sago, cassava, and tapioca flour and rice meal, ¾ cent and 1 cent. Cassava and rice flour are added to the old item.

Arrowroot is added at ½ and 1 cent.

Rice bran is added at 12½ per cent. and 17½ per cent.

Cattle food, containing molasses, added, at 15 per cent. and 20 per cent.

Crude tonquin, vanilla and locust beans are still free, but cocoa beans, unroasted, are dutiable under the general tariff at 75 per cent.

Limes, out of the free list, now dutiable under general tariff, at 10 per cent.

Nuts, reduced from 1¾ cents and 3 cents to 1 cent and 2 cents.

Cocoanuts, N.O.P., per hundred, reduced from 65 cents and $1.00 to 25 cents and 75 cents.

Cocoanut, imported direct under British preference, formerly 30 cents, now free. General tariff unchanged. Cocoanut, dessicated, preferential rate reduced from 3 cents to 2 cents.

Copra, not prepared, new item, free under preference, ¾ cent under general, per pound.

Sugar, refined, up to 88 degrees, general tariff, reduced from $1.08 to 93 cents. For each additional degree, general tariff reduced from 1½ cents to 1⅓ cents.

Sugar, N.O.P., drainings, molasses, etc., reduced from 31½ cents and 52 cents to 25 cents and 31¼ cents.

For each additional degree over 75 degrees, reduced from 1 cent and 1½ cents to ¾ cents and 1¼ cent.

Raw sugar, when imported, to be refined, up to the quantity of Canadian beet sugar refined in 1912 and 1913, changed from 31½ cents to 25 cents. For each additional degree over 75 degrees, reduced from 1 cent to ¾ cent. This item to expire December 31, 1914.

Molasses, of cane, between 20 and 35 degrees, added, at 1½ cents under general tariff. Free under the preference.

Shredded sugar cane added, at 12½ per cent. and 17½ per cent.

Sugar candy, etc., N.O.P., intermediate tariff rate increased from 32½ per cent. to general rate of 35 per cent.

Lime juice and fruit juices, intermediate, raised from 17½ per cent. to 20 per cent. per gallon.

Papaine, added, at 12½ and 17½ per cent.

Raw lime juice, general tariff, 5 cents, formerly free.

Photographs, as news pictures, formerly 15 per cent. and 22½ per cent., now free.

Cassava root, unground, added to list, free.

Essential oils, N.O.P., general tariff, reduced from 10 per cent. to 7½ per cent.

Peppermint oil, reduced from 15 and 20 per cent. to 5 per cent. and 7½ per cent.

Cottonseed oil, N.O.P., added, at 12½ per cent. and 17½ per cent.

Cocoanut oil, N.O.P., added, at 12½ per cent. and 17½ per cent.

Cement, Portland and waterlime, including weight of containers, reduced from 8 and 12½ cents to 7 and 10 cents per cwt.

Type casting and setting machines and parts, formerly 12½ and 20 per cent., now free.

Glassware and other scientific apparatus for hospitals, new item, free.

Traction ditchers for farm work, up to $3,000, formerly 27½ per cent., now free.

Cotton sewing thread, in hanks, reduced from 10 and 15 per cent. to 7½ per cent. and 10 per cent.

Asphalt, not solid, 12½ per cent., under preference 17½ per cent., under general new item.

Crude balata, new item, free.

Nitrate compounds, for manufacture of explosives, new item, free.

Sponges, of marine production, new item, 12½ per cent. and 17½ per cent.

Miners' rescue appliance, new item, free.

Such of the above goods as are taken from the unenumerated class were formerly dutiable at 15 per cent. and 17½ per cent.

PROPOSED NEW UNITED STATES TARIFF.

The following table shows the principal changes made by the House of Representatives, Washington, in the tariff measure which was introduced at the opening of the extra session on April 7th, viz.:

Article	Original Bill. Item No.	Rate.	Amended Bill. Item No.	
Phosphoric Acid, per lb.	1	2c.	398	Free
Blood Albumen, per lb.	4	2c.	403	Free
Calcium Carbide	15	10%	450	Free
Indigo	39	10%	519	Free
Licorice, unground, per lb.	42	½c.	40	¼c.
Magnesite, not purified, per ton.	45	$1.00	543	Free
Other Fish Oil, per gal.	47	5c.	45	3c.
Castor Oil, per gal.	48	15c.	46	12c.
Salts of Metal	68	15%	66	10%
Vanilla Beans, per lb.	73	50c.	71	30c.
Limstone Rock Asphalt, per ton	80	50c.	78	25c.
Manufactured Pumice, per lb.	79	1-6c.	77	¼c.
Rough Block Onyx, per cubic ft.	101	65c.	99	75c.
Shoe Machinery	169	15%	451	Free
Buckwheat, per bush.	197	8c.	445	Free
Rye, per bush.	201	10c.	594	Free
Castor Beans or Seeds, per bush.	221	20c.	217	15c.
Sweetened Chocolate	240	8%	236	2c. lb. When valued at 15c. per lb. or less; 25% when valued at more than 15c. per lb.
Mineral Waters, ½ pt., per doz. bottles	258	15c.	254	10c.
Jacquard Figured Goods	267	35%	263	30%
Underwear (cotton schedule)	270	25%	266	30%
Linoleum, plain	289	15%	285	20%
Jute Fabric (single yarns)	292	25%	288	20%
Woven Fabrics and Shirting cloth (jute schedule)	296	30%	292	35%
		to 50% according to weight.		
Decalcomanias	337	30%	333	20%
Cut Precious Stones	372	15%	368	20%
Umbrellas	398	30%	394	35%

Particulars of the wording of any items in these tariff bills will be furnished on application to the Tariff Department.

Total Exports and Imports of the Dominion of Canada for twelve months ending March 31st.*

Exports.	1911		1912		1913	
	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign
	$	$	$	$	$	$
The Mine...	42,787,561	290,879	41,324,516	186,066	57,442,546	140,484
TheFisheries	15,675,544	114,315	16,704,678	110 514	16,336,721	106.101
The Forest..	45,439,057	158,542	40,892,674	212,213	43.255,060	424.563
Animals and their Produce	52,244.174	809,663	48,210,654	1,010,243	44,784,593	988,633
Agriculture.	82,601,284	7,457,829	107,143,375	8,311,111	150,145,661	8,810.034
Manufacturs	35,283,118	9,149.408	35.836.284	6,672,701	43,692,708	8,832,374
Miscellan's.	285,815	1.703.021	111.676	989.446	97,311	2,011,565
Total Mdse.	274,316,553	15,683,657	290,223,857	17,492,294	355.754,600	21.313,755

Imports	1911	1912	1913
Dutiable goods	$282,670,518	$335,204,452	$441,518,008
Free goods	169,021,296	186,144,249	228,482,181
Total imports	$451,691,814	$521,348,701	$670,000,189
Duty collected	73,297,544	87,548,536	115,039,156

* Coin and bullion not included in above

METHODS OF APPROACHING THE SMOKE PROBLEM

By O. Monnett

Smoke Inspector of Chicago

Shows How a City Smoke Department May Assist Manufacturers in Dealing with this Difficult Question Instead of Persecuting Them — Co-operation, Reason and Study will do a Great Deal.

THE Chicago Smoke Department has adopted a policy of educating the public in the methods of preventing smoke. Plant owners, engineers, and firemen are instructed as to the best way of utilizing the equipment they have, and are advised of the proper method of furnace construction adaptable to their conditions. For this educational work the Smoke Department has a number of expert engineers.

The problem of each plant which violates the law by emitting dense smoke, is carefully investigated and thoroughly considered by the engineers of the Department, before recommendations or suggestions are made to the owner of the plant as to the best way to handle his plant or as to the reconstruction work necessary so that he may operate with a minimum amount of smoke.

Extent of Reconstruction Work.

Sometimes entire boiler plants are rebuilt in order to stop the smoke, and often furnaces are reconstructed throughout. It sometimes happens that after a new plant is put in operation it smokes, and the operating crew find it difficult to run without making objectionable smoke. The Smoke Department gives such a plant special attention and keeps in close touch with the work until the cause of the trouble is definitely known and changes made that will rectify matters.

In some cases builders purposely use inferior material and make poor installations. When the Department learns of such cases great effort is made to have the work of doubtful merit improved upon. In some instances further work on a plant has been stopped until certain objectionable features have been removed.

There are many good boilers and furnaces on the market to-day. The problem is to have the furnace and boiler arrangement such as to get the best results. There are no furnaces built that will work satisfactorily in all places, because of the great variations in the characteristics of different plants. The majority of furnaces installed in Chicago since the organization of the present Smoke Department have been designed specially for the plants in which they are used.

It is the aim of the Department to get automatic stokers in all plants that are large enough to warrant the expenditure. As long as furnaces are hand fired, there will be trouble in

keeping the smoke down, because so much depends upon the conscientious effort of the operators.

There are surprisingly few hand fired furnaces on the market that can utilize Middle Western coals, even though proper draft facilities are provided and average care in operation is used, without producing considerable objectionable smoke. It is interesting, though, to note that most of the furnaces which can comply with these requirements are not patented.

Operation Most Important.

It has been the experience of the Department that practically every mechanical stoker on the market to-day can be applied to boilers under circumstances which will allow it to run satisfactorily from a smoke standpoint. There have been developed, and are in extensive use in Chicago, various designs of hand fired furnaces for utilizing coal, wood refuse, etc., that are adaptable to horizontal return tubular or water tube boilers. However, it is a study to know whether a plant is surrounded by all the proper safeguards and to be certain of the results that will be had when the furnaces are put in operation. There is no standard set of conditions which will meet every case. It is the aim of the Smoke Department to get all the plants to go in under the best engineering conditions possible; a plant in the first place should be correctly designed and built, with due consideration given to all requirements for smokeless combustion, and then it should be properly operated. Any furnace designed for smokeless operation, whether it be mechanically or hand fired, is merely a tool provided for the fireman in order that certain work can be done. Therefore, proper operation is the most important thing of all, and this can only be regularly obtained by a strict enforcement of a smoke ordinance by the city.

If an existing plant cannot run within the ordinance, and the necessary changes to fit it so as to run within the ordinance are practically out of the question, then the Department can and does recommend a coal of less volatile content than the grade ordinarily used, but this is taken more or less as a makeshift, due to the fact that semi-bituminous coal is not always obtainable in the Chicago market on account of weather conditions, obstructed railway traffic or to labor troubles, and this recommendation, therefore, is made only to tide the plant over until such time as it can be rebuilt.

All Details Considered.

A plant that violates the smoke ordinance at frequent intervals is given special attention by the engineers of the Department. These engineers visit the plant and study conditions as found while under operation. After a thorough investigation of conditions, such as fluctuation of load and draft facilities, which would include breeching area, size of stack, gas passages through the boilers, etc., together with the character of fuel, construction of furnace and every other item which has any bearing whatever upon the operation of the plant, tending to produce or prevent smoke, has been taken into consideration, recommendations are made as to the best course to pursue in order to eliminate smoke.

In plants where considerable reconstruction is necessary, these visits often cover a period of several weeks, and in some cases even months, before the engineer is thoroughly familiar with all the difficulties to be overcome in the plant and is in a position to make recommendations which, if followed, may necessitate the expenditure of considerable money.

Owners, consulting engineers and chief engineers of plants sometimes think that the Department's recommendations are far more sweeping than are necessary for the results sought, and in cases of this kind it is necessary to work with them and devise a scheme whereby such work as they do will be a benefit and a part of the general plan of improvement to be executed step by step.

Example of Procedure.

The following is a case of this kind. The plant has ten 450 h.p. water tube boilers with chain grate stokers. They were vertically baffled and set six feet from the boiler header to the floor line. The grates were entirely under the boilers. The breeching was behind the boilers with uptake connections one-half the width of the boiler setting, and the breeching was of comparatively small area, leading directly to the stack, of ample area, and 275 feet high. The Department's recommendations were, to lower the floor three feet, and draw the grates out four feet; lower the combustion chamber floor to the rear of the bridge wall, giving a freer passage for gases from the second to the third pass of the boilers; enlarge the dampers to the full width of the boiler setting; enlarge the opening into the stack and increase the size of the breeching back of the five boilers nearest to the stack. In this particular case the company and their consulting engineers did not think that work of as extensive a nature was necessary, therefore it was decided to lower the floor three feet and draw the grates out four feet. This work was done and there was a noticeable improvement in the amount of smoke made and a slight increase in the capacity of the plant, with better economy. Later, the company was persuaded to lower the floor to the rear of the bridge wall. A few months later the opening into the stack was enlarged and the breeching increased to an area that was ample. There remains to be done the enlarging of the dampers and some slight modifications in the construction of the ignition arches of the furnaces, but as the plant now is, the capacity has been increased more than 60 per cent. as compared with what it was before alteration work was started three years ago. The efficiency has not been impaired and the smoke conditions have been improved so that at the present time it is seldom that the plant makes objectionable smoke.

There is another plant that had eight chain grate stokers under water tube boilers vertically baffled. They were burning shavings on most of these grates and coal on some of them. The plant has been changed. Six of the chain grates have been taken out. Dutch oven furnaces with three span deflection arches were installed in their stead. The entire system of handling shavings has been materially altered. This work took about one and one-half years to do after it was decided definitely what could be done, as it was absolutely necessary for the plant to be kept in operation at all times, and it was not known at first, positively, what was the best design of furnace for that particular plant, as the problems presented were unusual. Now it is possible that the plant does operate, day after day, without any dense smoke, where previously it made the blackest smoke continuously.

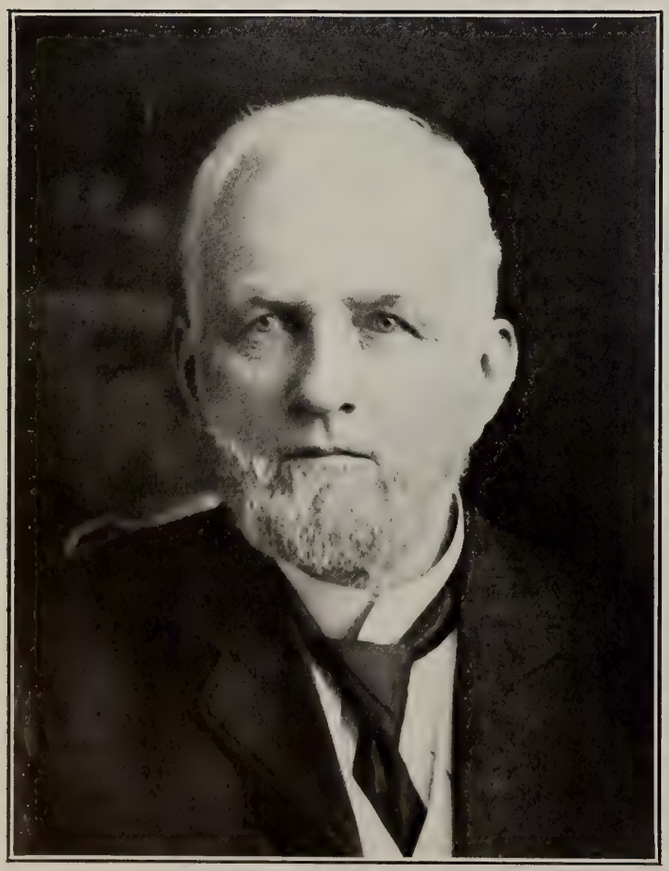
Owners Given Opportunity to Fix Up.

There are hundreds of instances where the same procedure has been followed in both large and small plants. Two large plants have been chosen as examples to illustrate the Department's methods of meeting the difficulties, and to show that it expects the large plant as well as the small one to comply with the smoke ordinance. As a general rule the Smoke Department first finds out what is necessary to be done in a plant in order that it may operate without violating the ordinance, and an effort is then made to get the owners to do the work that will give satisfactory results. If it is impossible to get sufficient co-operation from the owners so that they will work out the solution of the smoke problem in their particular instance, resort is made to the court for prosecution on evidence of violations by their chimneys. When, in the judgment

of the Department, a consistent effort is made to better conditions, prosecution for violations is not instituted, as the purpose of the Smoke Department is to eliminate smoke and not cause fines.

The most difficult part in building or operating a plant or furnace properly is to get the hearty co-operation of all parties having anything to do with the job. After getting this co-operation the rest of the problem is comparatively simple. The results to be had without such co-operation will not be satisfactory.

The Department has been subject to considerable criticism for its activity in undertaking to advise people in trouble with regard to reconstruction work. However, it must be borne in mind that the purpose of the Department is to suppress smoke; that the public is looking to the Department to relieve it of the unnecessary air pollution caused by smoking chimneys, and that the Department must, of necessity, get action. To illustrate this point a recent case may be cited, in which an old type mechanical furnace was giving a great deal of smoke trouble. A reputable consulting engineer approached the company with a proposition to put the plant on its feet both from the efficiency and smoke standpoint. The proposition was rejected, although the company was at the same time professing to the Smoke Department that it was willing to do anything within reason to prevent the plant from violating the ordinance. Finally, after having been in Court a few times, the management instructed the chief engineer to hire a bricklayer who would be willing to work ten hours for $2.00 per day and a helper at $1.50 per day for twelve hours. With this force work was started on the reconstruction of the furnaces, after having obtained engineering advice from the Smoke Department. The work was supervised by the Department and by the stoker manufacturer whose product happened to be used in the plant. The work was finally completed and the stack satisfactorily cleaned up. The case illustrates the half-hearted way in which some owners attack the problem, and the reluctance with which they spend any money in trying to solve their difficulties.



Mr. George Booth

'The Watchdog of the Treasury," Who is Visiting His Forefathers' Home in England

THE AGENCY PROBLEM.

American manufacturers have hitherto followed generally one of two plans in selecting their agents in Germany. Either they receive an application from some unsolicited source for their agency, or they procure from some one a list of agents handling similar goods and proceed to offer them their agency.

In the first instance, the applicant is frequently an undesirable agent. He has seen somewhere the advertisement of the American manufacturer and thinks it would be a good thing to get his agency. Now, if the advertisement of the American manufacturer reached very wide circles of interested readers the applications would be more numerous and there would be a greater chance of hearing from a desirable applicant.

In the second instance, the manufacturer is even worse off. He comes to an agent as a petitioner and the agent has the upper hand. If he is a machinery manufacturer he is apt to be referred to one or the other of the world-famous machinery houses in Berlin or Cologne, which are overcrowded with American agencies. In fact, they are not agents at all; they are jobbers. They have absolutely no interest in pushing any particular make of machinery or tool in preference to another. It is inconceivable how American manufacturers of machinery can be content to turn over the handling of their products to a concern without troubling themselves to know where their goods finally go. They would not dream of doing business in this manner in Illinois, Alabama or Massachusetts.

A manufacturer of a certain machine tool came to Berlin and was heartbroken when a great machinery jobber refused to add his line to several hundred others handled by him. It was the best thing that could have happened to him.

Agents Must be Genuine Representatives.

If the manufacturer of a machine desires to find a market in Germany, he must find an agent capable of representing him properly. It is not enough to sell a few machines to a great jobber. The representative should not be a man handling three or four or, as in the case of the houses referred to, several dozen competing makes. He must understand the science of making the manufacturer's name and make known, and appreciated.—*United States Consular Report.*

THE AEROPLANE INDUSTRY.

The following details concerning a Bristol industry during the past year have been gathered from an advance copy of the annual report of the Bristol Incorporated Chambers of Commerce and Shipping.

The British and Colonial Aeroplane Co., Ltd., has only been in operation about three years and during the past twelve months has made great progress in its development. The Company has turned out from their works at Filton, near Bristol about £70,000 worth of machines besides 106 certificated aviators from their school, or more than all other establishments of the kind, including Government, put together.

The manufacture of aeroplanes has now become permanently established amongst the staple industries of the city.

FREIGHT CHANGES

List of Freight Schedules filed with the Board of Railway Commissioners During Month of May, 1913.

(The first column shows the old and the new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the railway number. CL. stands for carload lots; L.C.L., less than carload lots.)

Canadian Pacific Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 24 E 2492	Sup. 24 E 2092	May 26 (A) May 2 (R)	Commodities between C. P. stations. Advance. Reduction. Reissue.
Sup. 27 E 2492	Sup. 27 E 2092	May 5-13	Commodities between C. P. stations. Reissue.
E 2578 cancels E 2545	E 2184 cancels E 2181	June 1-13	Class and commodity tariff between Montreal and Quebec; also intermediate water points. Advance. Reduction. Reissue.
Sup. 4 E 1532	Sup. 4 E 2133	June 9-13	Commodities from stations on C.P.R. to points in the U. S. Advance. Reduction. Reissue.
Sup. 31 E 2492	Sup. 31 E 2092	May 15(R)13 June 10(A)13	Commodities between C. P. stations. Advance. Reduction.
Sup. 10 E 1714	Sup. 10 E 1301	May 21-13	Canned goods from various points. Addition. Reissue.
Sup. 2 E 1537	Sup. 2 E 2144	May 19-13(R) June 16-13(A)	Switching, interswitching and absorption of switching at C. P. stations. Advance. Reduction. Reissue.
Sup. 5 E 2529	Sup. 5 E 2133	June 12-13	Commodities between C. P. stations. Advance. Reduction. Reissue.
Sup. 23 E 2492	Sup. 23 E 2092	Apr. 16-13	Commodities, Montreal to Yarmouth, N.S. Reduction.
Sup. 8 E 2332	Sup. 8 E 1932	Apr. 21-13	Export traffic, C. P. stations to Montreal and Quebec. New rate. Reduction.
Sup. 4 E 2538	Sup. 4 E 2144	May 17-13	Switching and interswitching at C. P. stations. Advance.
Sup. 5 E 2538	Sup. 5 E 2144	Apr. 19-13	Switching and interswitching at C. P. stations. Reduction.
Sup. 11 E 2339	Sup. 11 E 1939	May 18-13	Commodities, London, Liverpool, etc., to B.C. coast points (import). Advance.
Sup. 14 E 2359	Sup. 14 E 1939	Apr. 21-13	Paper commodities between C. P. points. Reduction.
Sup. 7 E 2392	Sup. 7 1992	May 23-13	Commodities C. P. stations to points in the U. S. Cancellation.
E 2570 cancels 15 tariffs.	E 2178 cancels	May 23-13.	Commodities C. P. stations to points in the U. S. Advance. Reduction.
E 2574	E 2182	Apr. 26-13	Wallboard, c.l. Duchene, P.Q., to Vancouver, Victoria, etc. Reduction.
Sup. 12 E. 2342	Sup. 12 E 1942	May 26-13	Commodities between C. P. stations. Reduction. Advance.
Sup. 2 E 2439	Sup. 2 E 2039	May 26-13	Rules and regulations governing the weighing of c.l. traffic. Reissue. Addition.
Sup. 24 E 2492	Sup. 24 E 2092	May 2-13(R) May 26-13(A)	Commodities between C. P. stations and to and from connecting lines. Reduction. Advance.
Sup. 6 E 2539	Sup. 6 E 2133	June 23-13	Commodities C. P. stations to points in the U.S. Advance. Reductions. Reissue.
Sup. 8 E 2381	Sup. 8 E 1981	June 23-13	Class and Commodities rates, C.P. stations to points in U.S Advance. Reissue.
Sup. 26 E 1575	Sup. 26 E 1161	May 23-13(R) June 21-13(A)	Arbitraries of connecting lines from junction points. Advance. Reduction. Reissue.

Grand Trunk Railway.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 36 E 2644	Sup. 36 C.Y. 27	May 2-13	Bleaching powder and caustic soda. Sandwich to Welland. Reduction.
Sup. 14 E 1165	Sup. 14 C.R. 28	June 2-13	Weighing of c.l. traffic at G. T. stations. Reduction. Reissue.
Sup. 1 E 2709	Sup. 1 C.R.145	June 2-13	Weighing of c.l. traffic at G. T. stations. Reduction. Reissue.
Sup. 8 E 2457	Sup. 8 S. 86	June 2-13	Interswitching. Advance-Reduction. Reissue.
Sup. 22 E 2365	Sup. 22 C.U. 58	June 2-13	Commodities, Buffalo, Black Rock and Susp. Bridge to points in Canada. Reduction.
Sup. 2 E 2681	Sup. 2 I. 140	June 3-13	Import freight, Montreal Harbor to stations in Canada. Advance. Reduction.
Sup. 41 E 2644	Sup. 41 C.Y. 27	May 15-13	Commodities between G. T. stations and to and from connecting lines. Reissue. Reduction.
Sup. 3 E 2684	Sup. 3 C.U. 72	June 9-13	Commodities G. T. stations to points in the U. S.
Sup. 75 E 2552	Sup. 75 C.D. 65	May 1-13	Building material between G. T. stations. Reissue. Advance.
E 2719 cancels E 2531	S 90 cancels S 87	May 24-13	Switching to and from connecting lines.
Sup. 34 E 2644	Sup. 34 C.Y. 27	Apr. 28-13	Commodities between G. T. stations. Reduction.
Sup. 42 E 2644	Sup. 42 C. V. 27	May 23-13	Asbestos Shingles and Corrugated roofing, Lachine, P.Q., to points in Ontario. Reduction.
Sup. 3 E 2524	Sup. 3 C. U. 67	June 26-13	Commodities between G. T. stations and to and from connecting lines. Advance. Reissue. Reductions.

Toronto, Hamilton & Buffalo R. R.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 29 749	Sup. 29 216	Apr. 2-13	Commodities between T. H. & B. stations. Reissue. Reduction.
Sup. 3 858	Sup. 3 244	Apr. 18-13	Switching at T. H. & B. stations. Reissue.

New York Central & Hudson River R. R.

C.R.C.	R.R. No.	Effective.	Description.
2526 cancels 1831 2473	A24698 cancels A24369 A24369	May 15-13	Pig iron, c.l., North Tonawanda, N.Y., to points in Canada.

Michigan Central R. R.

Sup. 27 1351	Sup. 27 7766	Apr. 25-13	Iron and steel articles. Reduction.
2005	9097 B	Apr. 21-13	Class and commodity rates, M. C. stations in Canada to points in the U. S. Reduction.
Sup. 26 1351	Sup. 26 7766	Apr. 25-13	Iron and steel articles from M. C. stations to points in Canada. Advance. Addition.
Sup. 20 1751	Sup. 20 8764	May 15-13	Commodities, Buffalo, Black Rock and Suspension Bridge to points in Canada. Addition. Change.
Sup. 28 1351	Sup. 28 7766	May 1-13	Iron and steel, M. C. stations to points in Canada. Reduction. Reissue.
Sup. 21 1751	Sup. 21 8764	June 1-13	Commodities, Buffalo, Black Rock and Susp. Bridge to points in Canada. Reduction. Reissue.

Pere Marquette R. R.

Sup. 6 1563	Sup. 6 3960	May 8-13	Commodities between stations on P. M. Ry. Canada, also from P. M. stations to points on connecting lines. Advance. Reduction.
1593	4038	June 5-13	Billets, pig iron, etc., P. M. stations to points in Canada. Reduction. Advance.

Wabash R. R.

690 cancels 685	P 5698 cancels N. 5698	June 2-13	Class and commodity rates, stations on Wabash R.R. in Canada, C. W. & L. E. and N. St. C. & T. Ry. to points in U. S. Reduction.

Buffalo, Rochester & Pittsburg R. R.

687	A. 1234	May 26-13	Nail and tack plate sheet iron, etc., Buffalo to Morrisburg, 18½c. per 100 lbs.

Pennsylvania Railroad.

Sup. 8 G.O. 298	——— ———	Apr. 15-13	Classes, Penn. R.R. stations to points on C. P. Ry.
Sup. 5 G.O. 28	——— ———	Apr. 15-13	Classes, Penn. R.R. stations to points on C. P. Ry.
G.O. 481	———	Apr. 15-13	Berries and peaches, P. R.R. stations to points on G. T. Ry.
539 cancels	——— ———	June 15-13	Iron and steel, P. R. R. stations to Montreal.

Lake Shore & Michigan Southern Ry.

Sup. 29 225	——— ———	June 1-13	Iron and steel, L. S. & M. S. stations to points in Canada.

Southern Railway.

18 cancels 13	5 cancels 4	June 20-13	Pig iron, Southern U. S. points to stations in Canada.

Hocking Valley Ry.

136 cancels 115	B 1742 cancels B 1395	June 2-13	Class and commodity rates, H. V. stations to points in Canada.

Baltimore & Ohio R. R.

Sup. 11 225	Sup. 11 H 2413A	May 15-13	Class and commodity rates, B. & O. S. W. stations to points in Canada.
Sup. 7 1035	——— ———	June 14-13	Iron and steel, B. & O. stations to points in Canada.
Sup. 14 851	——— ———	June 1-13	Iron and steel, B. & O. stations to points in Canada.

Norfolk & Western Railway.

Sup. 7 128	Sup. 7 14006	May 8-13	Class and commodity rates, N. & W. stations to points in Canada.

Lehigh Valley Railroad.

Sup. 9 1014	——— ———	Apr. 21-13	Commodities, L. V. R.R. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquirers, apply by numbers to the Secretary, at Toronto.

679 **Timber.**—A firm in Scotland is anxious to buy white oak logs, maple logs and planks, and birch logs and planks.

680 **Cattle Feed.**—A firm in Scotland inquires for cattle feed.

681. **Cheese.**—A Scottish firm is anxious to correspond with cheese exporters.

682. **Minerals.**—A Scotch firm would like to communicate with exporters of asbestos fibre, asbestos slate or shingle, lubricating graphite and plumbago.

683. **Asbestos and mica.**—A firm in the Midlands inquires for asbestos and mica.

684. **Folding Box Boards.**—A Glasgow firm wishes to be put in touch with exporters.

685. **Newspaper.**—A firm in Glasgow inquires for newspaper reels 17 inches and 34 inches.

686. **Pump.**—An engineering firm in London wishes to arrange for the working of their Canadian patent rights in a new form of pump.

687. **Furniture.**—A correspondent in Midlands asks for the addresses of Canadian manufacturers of pulp cane furniture.

CONTENTS

Editorials 1567

Executive Council Proceedings 1572
By G. M. MURRAY

Labor Organization Report 1575

Factory Building in Eastern Ontario .. 1576
By J. T. STIRRETT

Technical Education in Canada 1581

Toronto Branch Annual Meeting 1584

Principal Fairs of North America 1587

Transportation 1588
By J. E. WALSH

Insurance 1589
By E. P. HEATON

Legal Notes 1590
By F. W. WEGENAST

Customs 1591
By J. R. K. BRISTOL

The Small Electric Motor 1593

National City Planning 1595
By J. M. McINTOSH

Freight Changes 1598

Trade Enquiries 1603

Among the Industries 1604

Index to Display Advertisements on next page

HAMILTON BRIDGE WORKS COMPANY LIMITED

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INDEX TO DISPLAY ADVERTISEMENTS

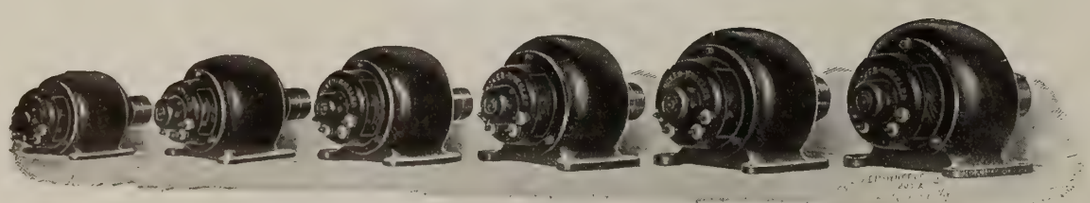
Albert Mfg. Co. 1544
Asbestos Mfg. Co., Limited 1546
Atkins, E. C. Saw Co. 1550
Ault & Wiborg Co. of Canada, Limited 1542
Banfield, W. H. & Sons 1631
Barber & Ellis 1553
Beath, W. D. & Son, Limited 1627
Beatty, M. & Sons, Limited 1542
Berlin Machine Works, Limited 1527
Berry Bros. 1607
Bertram, John & Sons Co., Limited 1519
Boeckh Bros. Co., Limited 1617
Boiler Inspection & Insurance Co. 1555
Booth-Coulter Copper & Brass Co., Limited 1559
Bradstreets 1631
Brandon 1520
Brigdens Limited 1563, 1564
British American Oil Co., Ltd. ..... Inside Front Cover
B.C. Mills Timber & Trading Co. 1548
Calgary 1521
Canada Foundry Co., Limited 1632
Canada Iron Corporation, Limited 1554
Canada Machinery Corporation, Limited 1539
Canada Metal Co., Limited 1625
Canada Wire & Iron Goods Co. 1547
Canadian Allis-Chalmers 1632
Canadian Appraisal Co., Limited 1544
Canadian Bank of Commerce 1597
Canadian Billings & Spencer, Limited 1631
Canadian Boomer & Boschert Press Co., Ltd. 1528
Canadian Bridge Co., Limited 1603
Canadian Car and Foundry Co., Limited 1543
Canadian Consolidated Rubber Co., Limited ..... Outside Back Cover
Canadian-Crocker-Wheeler Co., Limited 1516
Canadian Drawn Steel Co., Limited 1528
Canadian Fairbanks-Morse Co., Limited 1540
Canadian Hart Wheels, Limited 1630
Canadian H. W. Johns-Manville Co., Ltd. 1547
Canadian Pacific Railway 1623
Canadian Sirrocco Co. 1609
Canadian Steel Foundries, Limited 1543
Canadian Street Car Advertising Co., Limited 1517
Canadian Sunbeam Lamp Co., Limited 1556
Canadian Tube & Iron Co., Limited 1541
Canadian Tungsten Lamp Co. 1541
Canadian Westinghouse Co., Limited 1565
Canadian Winkley Co. 1559
Chapman Double Ball Bearing Co. of Canada, Limited 1562
Conduits Co., Limited 1605
Consolidated Mining & Smelting Co. of Canada, Limited 1535
Davidson, The Thos. Manufacturing Co., Ltd. 1629
Dennis Wire & Iron Works Co., Limited 1558
Dodge Mfg. Co., Limited 1530
Dominion Abrasive Wheel Co., Limited 1631
Dominion Belting Co. 1533
Dominion Creosoting Co., Limited 1617
Dominion Express Co. 1630
Dominion Paper Box Co., Limited 1550
Dominion Radiator Co., Limited 1525
Dominion Steel Castings Co., Limited ..... Inside Front Cover
Dominion Textile Co., Limited 1560
Dougall Varnish Co., Limited ..... Inside Back Cover
Eddy, E. B. Co., Limited 1611
Edmonton 1520
Eureka Mineral Wool & Asbestos Co. 1536
Ford Motor Company of Canada, Limited 1532
Franco-Canadian Welding Co. 1557
Fredericton 1520
Galt Malleable Iron Co., Limited 1615
General Fire Equipment Co., Limited 1532, 1597
Gibbons, J. J., Limited ..... Outside Front Cover
Glidden Varnish Co., The 1530
Goderich Organ Co., Limited, The 1629
Goldie & McCulloch Co., Limited, The 1520
Gourlay, Winter & Leeming 1546
Gramm Motor Truck Co. of Canada, Ltd., The 1532
Graselli Chemical Co., Limited 1552
Greening, The B. Wire Co., Limited 1561
Greey, Wm. & J. G. 1566
Gutta Percha & Rubber Mfg. Co. of Toronto, Limited ..... Inside Back Cover
Hamilton Bridge Works Co., Limited 1515
Hinde & Dauch Paper Co. 1549
Imperial Oil Co., Limited 1629
Imperial Wire and Cable Co., Limited 1547
Inglis, John Co., Limited. 1529
International Engineering Co. 1545
International Malleable Iron Co. 1613
International Varnish Co., Limited 1537
Jeffrey Manufacturing Co. 1596
Jenckes Machine Co., Limited 1566
Jones, J. L. Engraving Co., Limited 1625
Jones & Moore Electric Co., Limited 1554
Jonquiere Pulp Co. 1559
Kerr Engine Co., Limited, The 1542
L'Air Liquid Society 1605
Leonard, E., & Sons 1538
London & Lancashire Fire Insurance Co, Ltd. 1631
Lysaght, John, Limited ..... Inside Back Cover
Manitoba Gypsum Co., Limited 1608
Martin Corrugated Paper and Box Co., Ltd. 1550
Massey-Harris Co., Limited 1607
McDougall, R. Co. 1609
McLaren, D. K., Limited 1533
McLaren, J. C., Belting Co., Limited 1533
Meadows, The Geo. B., Wire, Iron and Brass Works Co., Limited 1598
Merchants Mutual Steamship Co. 1621
Metallic Roofing Co., Limited 1605
Metal Shingle and Siding Co., Limited 1606
Mitchell, Robt. Co., Limited 1615
Montreal Lithographing Co., Limited 1615
Montreal Locomotive Works 1553
Morrow, John, Screw and Nut Co., Limited 1630
Morton, Phillips & Co. 1631
National Acme Manufacturing Co., The 1533
National Bridge 1603
National Machinery and Supply Co., Limited 1558
New Brunswick Pulp and Paper Co., Limited 1552
New Westminister 1520
New Zealand Shipping Co., Limited 1621
Nichols Chemical Co., Limited, The 1629
Nicholson File Co. 1608
Northern Aluminum Co., Limited 1606
Northern Electric and Mfg. Co., Ltd. 1600
Nova Scotia Steel and Coal Co., Limited 1557
Ontario Government Notices 1552
Ontario Wind Engine and Pump Co., Limited 1613
Ormsby, A. B., Limited 1561
Otterville Mfg. Co., Limited 1639
Page-Hersey Iron, Tube and Lead Co., Ltd. 1556
Packard Electric Co., Limited 1558
Peerless Carbon and Ribbon Manufacturing Co., Limited 1537
Penman's Limited 1555
Phillips, Eugene F., Electrical Works, Limited 1615
Pickford & Black Steamship Co., Limited 1621
Pinchin, Johnson & Co. (Canada) Limited 1536
Polson Iron Works, Limited 1615
Pratt & Letchworth Co., Ltd. ..... Inside Front Cover
Purdy, Mansell Limited 1535
Regina 1522
Regina Storage and Forwarding Co., Limited 1537
Rhodes, Curry Company, Limited 1543
Richards Wilcox Co. 1613
Riordan Paper Co., Limited 1551
Ritchie & Ramsay, Limited 1551
Rockwood Sprinkler Co. of Canada, Ltd. 1534
Rolland Paper Co., Limited, The 1551
Royal Bank of Canada 1597
Russell Motor Car Co., Limited 1531
Scarfe & Co. 1536
Sheldons, Limited 1562
Smart-Woods Limited 1518
Smith, Howard Paper Mills, Limited 1627
Southam Press 1599
Steel Co. of Canada 1524
Steel Trough & Machine Co. 1608
Structural Steel Company, Limited 1603
Tallman Brass and Metal Co. 1604, 1625
Thomson, Tilley & Johnston 1615
Thompson & Norris Co. of Canada, Limited. ..... Outside Back Cover
Trussed Concrete Steel Co. of Canada, Limited. 1529, 1602
Union Drawn Steel Co. Limited 1528
United Typewriter Co., Limited 1554
Vogel Co. of Canada, Limited 1535
Walker, Hiram & Sons 1619
Waterous Engine Works Co., Limited 1538
Winnipeg 1520

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INDUSTRIAL CANADA

ISSUED BY

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Suggestions to M.P.'s.

IT is reasonably certain, judging from the unofficial reports, that there will be a general revision of the Canadian customs tariff at the next session of Parliament.

The tariff controversy, like most other quarrels, is intensified by the ignorance, stubbornness and malice of great numbers of the contestants. In action, Free Traders and Protectionists rush at one another blindly with their heads down and their backs up, whereas much more would be accomplished if these physical positions were reversed, so that backs would be down and heads up, giving a clearer view of the enemy's position.

We suggest to M.P.'s that, instead of dismissing tariff matters entirely from their minds until the signal to charge is given, they should devote part of their time during the coming summer and fall to a study of the tariff and the reasons for its existence. We suggest, further, that before reading any of the ancient treatises on the abstractions of Free Trade and Protection, they devote their attention to concrete examples.

We respectfully submit a list of questions to each M.P. in regard to his own constituency.

1. How many factories are in your constituency?
2. What amount of capital is invested?
3. How many people are employed?
4. What is the annual output?
5. Where does each manufacturer get his raw material and what duty does he pay on it?
6. What protection has each manufacturer on his finished product?
7. What is the difference between the duty on each manufacturer's finished product and the duty on his raw material, which difference is his real protection?
8. Where does each manufacturer sell his product and what competition does he have to meet? What advantage would his competitors gain by a reduction in the tariff?
9. What is each manufacturer's wage roll?
10. Where is this wage spent?
11. What proportion of the inhabitants in each city, town and village in your constituency are factory employees or dependent upon factory employees?
12. What proportion of the increase in the population of your constituency during the past ten years is due to the growth of manufacturing?
13. How many British and foreign companies have established branch factories in your constituency during the past ten years?
14. How much British and foreign capital is invested in manufacturing in your constituency?
15. How many immigrants are attracted to your constituency annually by the hope of getting positions in factories?
16. How much farm produce is consumed annually by the factory population of your constituency?
17. What are the special transportation problems of the manufacturers in your constituency?

If every M.P. came to Parliament next session armed with the answers to the above questions, we believe that there would be a great fund of ready and accurate information available which would facilitate intelligent discussion of the tariff and help to accomplish its scientific and just revision.

We Could Place Him Now.

A GREAT Canadian spoke to the New York State Bankers' Convention in Ottawa last month. It was James J. Hill, the choice and master railroad spirit of this continent.

"When I decided, as a boy, to leave home," said Mr. Hill, "there was no Canadian North-West to go to. There was, in fact, no Canada, as the word is understood to-day. The provinces that existed were only just coming together in any real relation of interest and understanding; only just preparing themselves for the Confederation that was to pave the way to present strength and greatness. A century has written in the United States a record never before equalled. It has meant very much to our neighbors of the north. If Canada is now, in regard to population, about where the United States was in 1813, in all other respects she stands about where the United States did sixty years ago. The apparatus for her development is substantially complete, and the process is going forward at a startling pace."

Since James J. Hill left Canada to seek his fortune in the United States, what a change has taken place! Our Western fields yield a golden harvest, and, in our prairie cities, the tall chimneys of factories are standing out against the horizon. If the clock of Mr. Hill's life could be turned back thirty years, he would not have to go to the United States to get a position. We could place him, and the thousands who preceded and followed him abroad in the dark years of Canada's history.

The fertility of the prairies and the unrest of Europeans who want homes of their own are two causes of the great change, but the chief cause was the erection of our moderate tariff wall, which kept our men in, and the products of the United States out.

"It is usual to speak and think of Europe as the best customer of the United States; and, in so far as this refers to the United Kingdom, it is true," continued Mr. Hill. "But the Dominion of Canada is far and away the second-best customer we have. The statistics have been brought down to cover the first ten months for the current fiscal year, which began on the first day of last July. During that time our exports to the United Kingdom were $524,000,000; to Germany, $291,000,000; to France, $131,000,000; to Canada, $338,000,000; and to all Europe combined, $1,294,000,000. No other country except Great Britain and Germany even approaches Canada as a buyer in the markets of the United States. Her purchases were a seventh greater than those of Germany. They were 26 per cent. of those made up by the whole of Europe combined. Nor is this trade a one-sided affair. It looks impressive when considered as a whole. Of the total exports from Canada in 1912, the United States bought over 38 per cent. Almost all the mineral exports of Canada go to the latter country, most of its forest products and manufactures, and a third of the yield of its fisheries. This commerce in both directions is destined to grow even more rapidly in the next few years, owing to impending changes in the tariff regulations of the United States, than it has at any time during the last forty to fifty years. This business has been done not by reason of any sentiment whatever about it on the part of either country, or of any artificial favoring conditions, but simply because it is more profitable for both to deal with each other than for either to deal anywhere else in a large percentage of its commercial transactions. And nothing can reverse or annul that condition, which nature herself has established."

There is too much truth in the above statements. We are over-zealous customers of the United States. No Canadian would willingly see trade between Canada and the United States languish, but every Canadian should desire to see a more even balance. Last year Canada sold $167,110,382 worth of goods to the United States, and bought from the United States goods worth $441,155,855. We should buy from the United States only those articles which we cannot grow or make. Sending our raw material south and bringing manufactured goods north are activities which are no doubt beneficial to Mr. Hill's north-and-south railroads, but neither process is beneficial to our east-and-west railroads or to our manufacturers and farmers, or to our country.

Housing in Toronto.

BONDS of the Toronto Housing Company, to the amount of $850,000, have been guaranteed by the City Council of Toronto.

It is gratifying to notice that interest in the problems of housing is increasing throughout Canada, and that it is not confined to the large cities. There are the "horrible examples" which are stimulating the smaller cities to prevent the evils which the large cities are now struggling to cure.

Dumping Clothes Into Canada.

THE enormous growth of imports of clothing into Canada from the United States confirms the suspicion that United States manufacturers are dumping their products into Canada. The following are the imports from the United States for the twelve months, ending with February, 1911, 1912, and 1913:

	1911	1912	1913
Cotton	$1,366,377	$1,926,126	$2,644,273
Silk	127,726	288,845	360,764
Wool	618,177	756,534	1,088,261
	$2,082,280	$2,911,505	$4,093,298

This dumping is rendered possible by two conditions: (*a*) Drawback is allowed of United States duty paid on materials used in the manufacture of clothing exported; (*b*) By reason of geographical situation the seasons open several weeks earlier in the United Statres than in

Canada. Thus United States manufacturers have completed their principal home sales by the time the Canadian season opens; and in order not to depress their "home" market they dump their surplus stock into Canada; and these slaughtered goods arrive here before our season's requirements have been filled, with the result that the Canadian manufacturers' market is completely disorganized. Consequently, Canadian manufacturers, who pay the highest wages in the industrial world, suffer heavy loss through being forced into competition with left-over goods, sold in job lots, below cost, by United States manufacturers, who have already made their profits in their home market.

The Trade of South America.

MANUFACTURERS who are interested in South America should read the reports of Mr. H. R. Poussette, Canadian Trade Commissioner, who is making a tour through the various countries in that half of the continent. These reports may be secured by applying to the Department of Trade and Commerce, Ottawa. Mr. Poussette, in describing commercial conditions, deals with the special problems of production, transportation, labor, immigration and competition peculiar to each country, and Canadians who have business relations in South America can secure much valuable information from his reports.

A Thousand Different Autos.

ONE thousand different models of pleasure cars are offered this year by United States manufacturers, according to the *American Exporter*.

This illustrates the development of the automobile industry, which has been standardized and systematized by the utmost ingenuity of the best brains of the country.

In Canada, the industry has also taken great strides. It caters alike to the whimsical rich, who want a travelling Pullman on rubber tires, and to the impecunious salaried citizen, who mortgages his house to buy a small runabout.

Canadians are getting rich and their roads are getting good. The automobile industry has a great future in this country.

The Success of the Washington Act.

OUT of 17,685 claimants, who asked for damages under the Workmen's Compensation Act of the State of Washington during the 18 months ending April 1st, 1913, only 38 appealed their cases, and of this number 12 are settled, 4 withdrawn, and 4 pending. This is good evidence that the Washington Act is giving satisfaction.

During the eighteen months, 6,500 firms were listed and assessed; 145,000 employees were protected, and 19,226 accidents were reported to the Commission.

The financial statement shows that $1,703,556 was paid into the accident fund, that $929,443 was paid out in claims, and that the expense of operation amounted only to 8.2 per cent.

The attitude of the Commissioners towards the problem of safeguarding machinery is shown in the following extract from the report:

"Every day brings to the notice of the Commission the crying need for better safety standards. The labor commissioner has promised his most cordial co-operation in standardizing mills and workshops, and he will enforce safety orders to the full limit of the factory act.

"Sooner or later, the careful employers of Washington will demand penalizing legislation against the careless and negligent employer who takes desperate chances, uses obsolete or dangerous machinery and creates a larger hazard than his pay-roll contribution calls for. The Commission, with its power to increase rates, is also contemplating drastic action in the case of the employer who fails to co-operate with the labor commissioner or who habitually maintains his plant, works or outfit with reckless disregard for safety.

"Study safeguarding, employers of Washington; it will pay."

Growth of the Association's Membership.

TWO hundred and thirty-five manufacturing firms were admitted to membership in the Canadian Manufacturers Association between August 1st, 1912, the beginning of the fiscal year, and July 1st, 1912. The membership at the latter date stood at 2,989, or just eleven under three thousand. This splendid growth is the best evidence of the Association's value as an organization to the manufacturers of Canada. It is significant that many of these new members are firms which are building new factories, and are manufacturing articles formerly made outside of the country. The growth of the Association indicates the development and increasing diversity of Canadian industry.

Bringing Industries Across the Boundary.

DO not advocate Free Trade in Windsor, Walkerville or Sandwich, or you will be laughed at. These three border communities are enjoying the spectacle of great United States industries crossing the Detroit River and locating branches within their boundaries. They are waiting to see the city of Ojibway leap into corporate existence under the enterprising direction of the United States Steel Company. The spirit of the three is crystallized in the following editorial from the Windsor *Record*:

"While we are the best customers of the United States, the politicians of that country have treated us with scant consideration. Their average tariff to protect a nation twelve times as numerous as our own is almost twice as high as the average tariff Canada imposes.

"In the past Uncle Sam has given us so much of the cold shoulder that we were frozen out and had to depend on our home market or ship our goods across the seas to distant countries.

"It is true we have been long-suffering, and when they smote us on one cheek we turned the other cheek also.

"Now we are beginning to appreciate our importance, and we are soon going to say to Uncle Sam, 'If you want to cater to the Canadian people you will have to come over to this side and establish branch industries.'"

Let Us Make Butter.

"DURING the fiscal year 1912-13, 71,062 boxes of butter have been shipped to Vancouver from Auckland direct, and cold storage companies, from several points in Canada, are endeavoring to get in touch with New Zealand butter shippers."

The above despatch from the Canadian Trade Commissioner in New Zealand indicates an extraordinary condition of affairs in Western Canada.

British Columbia is a garden. Saskatchewan and Alberta have millions of acres of fertile agricultural land. Yet 71,062 boxes of New Zealand butter came into Vancouver in a year.

The present industrial development of these provinces is amazing. Factories are humming where the prairie lay unbroken two years ago. The workers in these factories will eat a lot of butter. Where are they to get it? From New Zealand? Or, will some of our Western "farmers" stop mining the prairies and start producing other foods besides wheat?

Our Austrian Competitors.

SIXTY Austrian manufacturers have reserved space for the Canadian National Exhibition, which will be held in Toronto from August 21st to September 8th. Foreign manufacturers recognize that Canada has one of the best "home markets" in the world.

The Psychology of Industrial Efficiency.

THAT all industrial workers should be examined by systematic, psychological methods is the conviction of Professor Hugo Munsterberg, of Harvard University. These tests should be made, he claims, in order to secure the apparently simple but really difficult result of putting the right man in the right place. It is well known that certain persons are gifted by nature with the power of greatly excelling their fellows in certain branches of human effort. Others, in whole classes, achieve certain standards of excellence. The rest muddle through their tasks, apparently incapable of even passable workmanship. Hence arise the terms "expert," "skilled" and "unskilled."

Professor Munsterberg says that the majority of "unskilled" workers would be "skilled" or even "expert" if they found occupations suited to them. Being square pegs in round holes, they deserve pity rather than censure. He believes that the psychologists of the future will be able to give much assistance in the choice of occupations, and that science will be trusted more than natural inclination.

"A small amount of antecedent training for the particular task," he says, "together with a high ability to profit by repetition, may be a better reason for the appointment of a man than a long training with small ability to profit from schooling.

"Society relies instinctively on the hope that the natural wishes and interests will push everyone to the place for which his dispositions, talents and psychophysical gifts prepare him. In reality this confidence is unfounded.

"A reason for the lack of adaptation, and surely a most important one, lies in the fact that the individual usually knows only the most external conditions of the vocations from which he chooses. The most essential requisite for a truly perfect adaptation, namely a real analysis of the vocational demands with reference to the desirable personal qualities, is so far not in existence."

The Report on Technical Education.

THE Report of the Royal Commission on Technical Education and Industrial Training, in the judgment of the man who writes the history of Canada's commercial development fifty years hence, will probably stand next in importance to the establishment of the National Policy. The National Policy provided the broad highway to industrial prosperity; the Commission has, at least, indicated how it should be travelled.

The Commission's proposal to spend $3,350,000 annually for ten years on technical education will receive both public and private support. The sum mentioned, while a round one, is surely moderate in contrast with the amounts spent in other ways and in view of the importance of technical education to the industries of Canada. As an example of lavish though probably justifiable expenditure, take the following statement, which shows the cash aid given to Canadian railways up till June 30th, 1912:

Dominion Government	$154,075,235
Provincial Governments	35,945,515
Municipalities	18,051,323
Total	$208,072,073

Add to this amount the cash subsidies, amounting to $21,000,000, granted last session, and also the loan of $10,000,000 to the G. T. R., which brings the cash aid given to the Canadian railways up to $239,072,073. But this immense sum is only part of the aid given Canadian

railways. They have got, in addition, from the Dominion and Provincial Governments, 56,052,055 acres of land. Equating the past, present and future values of this land at $15 per acre, we find that the railways got $840,780,825, bringing the total aid received from all governmental sources up to the astonishing total of $1,079,852,898. In contrast with this amount, the $33,500,000 proposed for technical education seems small.

It seems smaller still when we consider what technical education and industrial training can do for the manufacturing industries of this country. In the last century we have seen three striking proofs of the close relation which exists between the greatness of nations and the extent of their manufactures—Great Britain, Germany and the United States. History proves that no nation achieved a commanding position which depended wholly upon farming, fishing and hunting. Men had to manufacture arms to defend themselves, houses and clothing to shelter themselves, and stores of food to tide over famines before they got beyond a hand to mouth existence. Athens, Rome, Carthage, Paris, Berlin, London, New York, were all manufacturing centres of great industrial nations, whose citizens could make the things they needed and also the things other nations needed.

A nation flourishes or decays with its industries. If Canada is to become a great country we must build up manufacturing, for manufacturing makes great, rich cities, and great rich cities are the markets and employment bureaus of their respective country-sides.

State and Provincial Rights.

FRESH from a delicate dispute with the State of California over anti-Japanese legislation, it might have been expected that the United States Government would have some appreciation of the difficulty which the central power sometimes finds in persuading a state or province to acquiesce in a national policy. Yet, by amending the section of the Underwood tariff bill which would place on the free list all print paper, valued at not more than 2½ cents a pound, the United States Senate Committee are penalizing the whole of Canada because several of the provinces place restrictions on the exportation of pulp wood from Crown lands. The amendment extends the free list to include all print paper valued at not more than four cents a pound on the condition "that no export duty, export license fee or other export charge of any kind whatsoever, or any prohibition or restriction in any way of the exportation shall have been imposed on such paper, board or wood pulp, or the wood pulp used in the manufacture of such paper or board." As the Dominion Government has no control over the provinces in this matter, the amendment means that the Underwood bill will close the door against Canadian print paper.

Million Dollar Plant for Montreal.

WE direct the attention of those who advocate an increase in the British Preference to the announcement that the Sir W. G. Armstrong-Whitworth Co., Ltd., of England, will establish a million-dollar plant in Montreal. It is understood that the company will manufacture twist drills, punches, milling cutters, cranes, drop forgings and tool steel. British capital will finance the enterprise, and no issue will be made in Canada. Credit for securing this great industry for Montreal is largely due to Mr. M. J. Butler, formerly general manager of the Dominion Steel Company, and to Sir Percy Girouard. Even a slight increase in the British Preference might have decided this great company to remain in England, instead of inducing it to establish a Canadian branch which will furnish work to hundreds of our citizens.

Teaching and Housing.

HAND in hand with the great problem of training industrial workers, which is fully dealt with in the report of the Royal Commission on Technical Education, goes the problem of housing the workers after they are taught. Of what advantage is it to train a man, get him a good job, and then, through lack of foresight, to prevent him from getting a home?

The manufacturing cities, towns and villages in Canada should expropriate sufficient land within their boundaries and administer it so as to protect their industrial workers from the evils of high rents and inflated land values.

Fitting the Misfits.

THE Royal Commission on Technical Education and Industrial Training will do a great service to this country if their efforts to rid it of misfits are successful.

At present, our system of secondary education, while admirable in many ways, lends itself too much to the production of collegians and school teachers. Many children attend high schools, and, later, universities, because no other avenue seems open. It is a painful thing to see a professional man, with no outstanding qualifications, stumbling in dejected fashion through his labors, and to reflect that he might have been a prosperous, contented and effective technical man if the opportunity had been given him. Other misfits are the idlers who manage to live in every small town, after they have escaped an education which is distasteful and meaningless to them. Every one of them should fit in somewhere, and technical education will do more than anything else to locate them satisfactorily.

EXECUTIVE COUNCIL PROCEEDINGS

By G. M. MURRAY
General Secretary of the Association

Association's Membership Continues to Grow and Now Stands at 2,989 Mr. Gourlay Gave a Pleasant Luncheon to the Executive Council Arrangements Have Been Made for the Convention at Halifax.

The June Council meeting of the Manufacturers Association was a record breaker. Never within the recollection of the oldest inhabitant was the call so loyally answered. The room was packed to capacity.

The only thing that obviated the necessity of adjourning to more commodious quarters in Massey Hall was the absence of a few devotees, lured away by counter attractions in the form of a Baptist Convention, a meeting of Synod, and an ill-timed visit from Barnum & Bailey's Circus.

The peculiar thing about it was that everyone was on hand an hour before the meeting was due to start.

The explanation of it? Simply the ever-increasing interest with which the work of the Association is followed by Council members, who seem determined to let nothing escape them—not even the lunches.

Mr. Gourlay is a distinct success as a presiding officer at any function, but never more so than at a luncheon, especially when he is giving it himself. Over 50 hungry and expectant guests accepted his hospitality at the National Club, Toronto, and everyone was glad he went. After the second bottle of "Made-in-Canada" ginger ale Mr. Murphy moved that the President give another luncheon. Carried unanimously.

Another Grievance Against Railways.

Under the head of communications, two dozen black bass from Mr. Hart's preserve regretted their inability to be present. Mr. Stewart opined that the guests regretted it more than the bass did, whereupon the letter was turned over to the Transportation Department with instructions to call an emergency meeting as soon as the bass were located.

The dainty viands so generously provided by the President were all consumed with becoming decorum; on the other hand the reports prepared with punctilious care by the Secretary were simply devoured.

First of all was the report of the President's official visit to the Nova Scotia Branch, and his address at the Convention of the National Association of Manufacturers (U.S.A.) at Detroit.

Next came the Treasurer's statement showing a balance on hand May 31st of $16,786. The Finance Committee had too high a regard for the value of money to leave that amount lying idle in the Bank, especially with the end of the year in sight, so it was decided to invest $5,000 of it in some first-class security. The Finance Committee are now ready to receive suggestions.

The cost of office alterations, consequent upon the decision to consolidate all Departments on one floor, will probably amount to $1,200. It will likely be another month before the Association gets possession of the extra space it is taking over, and some weeks after that before the changes are completed. When everything is done, the Association will be housed in quarters of which its members will have no reason to feel ashamed.

It is expected that the new Trade Index will be out towards the end of August. As usual it has received good advertising support, and the success of the book from a business standpoint is now assured.

Membership.

It is remarkable how the membership keeps up. In spite of the money stringency and the increased fee it keeps steadily forging ahead. The applications for June numbered 62, while only 18 resignations had to be accepted, most of them being cases of insolvency. The total membership now stands at 2,989, so that by the end of the fiscal year it should be well over the 3,000 mark.

The honor roll for June was as follows:—

Alexandria, Ont.
- Canadian Bond Hanger & Coupling Co., Ltd., Shaft Hangers, etc.

Baynes Lake, B.C.
- Adolph Lumber Company, Lumber.

Bridgewater, N.S.
- Acadia Gas Engine Co., Limited, Marine Gasoline Engines.

Calgary, Alta.
- Western Canada Stone Co., Limited, Cut Stone.

Cookshire, Que.
- Frasier, Thornton & Co., Limited, Proprietary Medicines, etc.

Cornwall, Ont.
- St. Lawrence Brewery, Limited, Lager Beer, Ale, Porter.

Galt, Ont.
- The Canadian Tap & Die Co., Limited, Taps, Dies and Screw Plates.
- Dominion Tack & Nail Co., Limited, Tacks & Nails.

Guelph, Ont.
- International Malleable Iron Co., Limited, Malleable & Grey Iron Castings.

Hamilton, Ont.
- Evel Casket Company, Caskets.
- Hamilton Tar Distilling Company, Roofing Felt.
- The Middleton Marble & Granite Co., Ltd., Monuments.

Hantsport, N.S.
- Hantsport Fruit Basket Co., Ltd., Fruit Baskets, Barrels, etc.

Lennoxville, Que.
- D. J. Ayer & Son, Gloves.
- Puttyless Window Company, Puttyless Sash.

London, Ont.
- National Brass Limited, Brass Valves, Plumbers' Supplies.

Montreal.
- W. D. Armstrong, Engraver.
- Bishinsky Bros., Women's Clothing.
- British American Oil Co., Ltd., W. A. Manion, 2nd member.
- Clubmen Mfg. Tobacco Co., Ltd., Tobacco.

Eagle Lumber Co., Ltd., Lumber.
Frontenac Breweries, Ltd., Lager Beer, etc.
Golden Gate Mfg. Co., Ltd., Brewers Supplies.
Ideal Soda Water Co., Limited, Soda Water.
National Extracts Co., Inc., Mineral Water, Extracts.
Antonio Pratte, Pianos.
The Raymond Cement Products Co., Ltd., Concrete Pipes and Goods.
Rolland Frere, Mattresses, etc.
S. M. Silk Waist Company, Blouses.
Société Franchise de Specialités Alimentaires, Food Products.
Solin Bros., Ladies' Garments.
Standard Iron Co., Limited, Charcoal & Pig Iron.

New Liskeard, Ont.

The Wabi Iron Works, Limited, Mining & Saw Mill Mch'y.

New Westminster,

St. Mungo Canning Co., Limited, Canned Salmon.

Norwich, Ont.

S. Allen, Ltd., Vinegar and Cider.

Ottawa, Ont.

Crown Lithographing Co., Limited, Lithographing & Printing.
Ottawa Cut Glass Co., Limited, Cut Glass.

Rock Island, Que.

Monarch Shirt Company, Shirts, Pants, Overalls, etc.

Sackville, N.B.

J. L. Black & Sons, Limited, Lumber & Laths.

Sherbrooke, Que.

Dodd & Struthers, Lighting Apparatus.
Sherbrooke Iron Works, Limited, Saw Mill & Pulp Wood Machinery.
Silver Spring Brewery, Limited, Ale & Porter.

Stratford, Ont.

Corrugated Pipe Co., Limited, Corrugated Road Culverts, Tanks, etc.

Toronto.

Canadian Boving Co., Limited, Hydraulic Machinery, etc.
The Cotton Mfg. Co., Ltd., Imitation Leather.
Dale & Pearsall, Wax Figures & Papier Mache Forms.
M. A. Holladay Co., Ltd., Fancy Dry Goods.
Henry Hope & Sons of Canada, Ltd., Steel Sash & Casements.
Hot Point Electric Heating Co., Electric Heating Devices.
The Invincible Renovator Mfg. Co., Ltd., Vacuum Cleaners.
Laurentia Milk Co., Limited, Milk, Cream & Butter.
The Miller Mfg. Co., Limited, Duck Clothing.
The Patterson Candy Company, Chocolates.
Rankin & Company, Excelsior & Wood Wool.
Scott & Bowne, Scott's Emulsion.

Victoria, B.C.

Albion Stove Works, Ltd., Stoves.

Winnipeg, Man.

Brantford Roofing Co., Limited, H. E. Edy, 2nd member.
Empire Lightning Rod Co., Limited, Lightning Rods.

Convention Arrangements.

The railways and steamboat companies have authorized from all parts of Canada (British Columbia yet to be heard from) a rate of single fare for the round trip plus 25 cents on certificate plan. This rate is of course available only to those who go and return by the same route. For the excursion party a rate of single fare for the round trip plus 25 cents on certificate plan has been authorized to Montreal from points west thereof, and from Montreal eastward a rate of 1½ cents per mile over the railways with boat arbitraries an additional charge. This yields a rate from Montreal to Halifax and return of about $30.

The excursion will leave Montreal on Saturday, September 13th by R. & O. Boat. A brief stop will be made at Quebec, thence to Riviere du Loup, where the party will be picked up on the evening of Sunday, September 14th, by a special train of Intercolonial sleepers and diners. The town of Amherst will be reached the following morning shortly after breakfast, and a few hours will be spent visiting its important industries. The party will then proceed to New Glasgow *via* the Oxford Branch of the Intercolonial, where another group of important industries will be similarly visited. Leaving New Glasgow in the early evening, the excursion will run through direct to Halifax, where the next three days will be spent attending the Annual Meeting and partaking of an enjoyable programme of entertainment which the Nova Scotia Executive have maped out for the visitors.

Starting out on the morning of Friday, September 19th, the party will travel by Dominion Atlantic Railway to Digby, with stops at Windsor and Annapolis Royal. The fruit harvest should then be in full swing in the Annapolis Valley, and this portion of the trip promises to be particularly delightful. Starting by boat from Digby the party will reach St. John Friday evening. Saturday morning will be spent seeing the City of St. John and its harbor and immediately after lunch the boat will be taken for Fredericton, which point will be reached early Saturday evening. After an hour or two in Fredericton the party will leave by special train of C.P.R. sleepers for Montreal, where they will arrive about noon on Sunday, September 21st, in plenty of time for those from points west of Montreal to make the night connection.

Transportation Matters.

Mr. Parsons, Chairman of the Transportation Committee, explained the absence of the Manager of that Department, who was having an exceedingly busy week in Ottawa. The enquiry into Western freight rates was being resumed, the reciprocal and average demurrage arguments were being heard, and the live stock contract was under revision.

Commenting on the demurrage situation, Mr. Parsons had very little hope that the Commission would make the penalties reciprocal; the most he expected was that they would consent to some workable plan of average demurrage. The plea for reciprocal demurrage, however, had been put in with a view to showing up the imperfections of the present service, and thus forcing the railways to introduce certain much-needed improvements.

Ocean Freight Rates.

The resolution passed at the May meeting of the Executive Council, recommending the Government to appoint a Commission for the purpose of investigating the advances in ocean freight rates, has been endorsed by a large number of the principal Boards of Trade throughout Canada, so that the campaign is fairly well under way.

Through Joint Rates to Newfoundland.

At the request of the C.M.A. the Intercolonial Railway have published through joint rates to points in Newfoundland via. Halifax. This was found necessary in order to escape the serious congestion which occurred last winter in North Sydney where for several weeks no traffic could be moved. Application has been made to the Canadian Pacific and Grand Trunk Railways to provide through rates from Ontario.

Extra-Provincial Licensing Test Cases.

Under this heading the Parliamentary Committee reported as follows:—

Further test cases have been instituted in British Columbia to take the place of the case of the John Deere Plow Company *vs.* Agnew, the decision in which by the Supreme Court was so favorable upon the point covered that it was thought best not to disturb it. Two cases were promptly brought with the John Deere Plow Company as plaintiff in one and as defendant in the other. Both cases have been argued and decided against the company as anticipated, and steps have been taken to appeal both decisions direct to the Privy Council. The cases are thus in the same position as the former case of the John Deere Plow Company *vs.* Agnew as regards the appeal. If the appeal is prosecuted as proposed it will probably come before the Privy Council in November; or if the appeal on the general reference now standing for judgment in the Supreme Court is delayed until the spring the John Deere cases may also be set over to be heard with the appeal in the general reference.

It is considered inadvisable for manufacturers to proceed with the taking out of extra-provincial licenses in any of the provinces pending the decision of the points at issue between the provinces and the Dominion.

Fire Brick.

Under the Customs law of 1907 fire bricks of a class or kind made in Canada are dutiable. In April, 1908, the Department of Customs instructed Collectors that fire brick up to the quality valued at $13.00 per 1,000 at place of export was of a class or kind made in Canada, and subject to duty. This instruction was cancelled last month and new instructions sent Collectors that fire brick (9″x4¼″x2½″) in quality valued up to $19.50 per 1,000 at place of export are of a class made in Canada and dutiable, effective from May 31, 1913. Further, on the 10th inst. it was decided by the Department of Customs that the change should only be effective on and after the 13th inst. and, also, that silica brick for use as fire brick when valued at over $16.00 per 1,000 at place of export may be entered free as a class or kind not made in Canada. The Tariff Items in question are worded as follows:

Item 281; Fire brick of a class or kind not made in Canada; Free under British Preferential and General Tariff Rates.

Item 282: Building brick, paving brick, and manufactures of clay or cement, n.o.p., 12½% under British Preferential Tariff and 22½% under General Tariff Rate.

Customs Rulings.

Articles called "layboys" for use as part of paper cutting machines, Item 442, 5% under the British Preferential Tariff and 10% under the General Tariff.

Shifting Tympan Paper, so-called; plain unprinted, in usual commercial roles, Item 197 15% under the British Preferential and 25% under the General Tariff.

Scrim fabric, so-called, marquisette, per sample, uncolored, Item 522, 17½% under the British Preferential Tariff and 25% under the General Tariff.

Lithographed Paper, in sheets per sample, unprinted, Item 180, 15% under the British Preferential Tariff and 22½% under the General Tariff.

Spikes, Pressed or Ship Spikes, Item 417, 20% under the British Preferential Tariff and 35% under the General Tariff.

Braiding Machinery for braiding textile per sample, Item 468; 10%.

Automobile Wind Shields; Dutiable according to material 20%, British Preferential and 30% General Tariff.

Cochrane Metering Heaters; Item 453, 15% British Preferential and 27½% General.

Technical Education.

The report of the Royal Commission on Industrial Training and Technical Education was very favorably commented on in the report of the Technical Education Committee. "The Commission's investigation has been exceedingly thorough," said the Committee "and the information which their report will place at the disposal of the Canadian people will be of inestimable value, not only in giving intelligent direction to, but in stimulating technical and vocational education in all parts of Canada." The Committee then proceeded to pat itself on the back for having asked for the appointment of this Commission.

Continuing the report of the Committee read as follows:—

"The Commission's recommendations, so far as they appertain to the financial encouragement of technical education by federal grants are in the opinion of your Committee most commendable.

"Having regard to the importance of elementary drawing, manual training, experimental science and prevocational work as foundations upon which a system of technical education should be built up, and until such time as suitable teachers of these subjects in the public schools are more generally available the Commission suggests a federal grant of not less than $350,000 a year for 10 years, to be divided among the provinces in proportion to population, each province to be permitted to draw upon its appropriation after furnishing satisfactory evidence of work done, to the extent of 75 per cent. of its actual outlay on salaries and equipment, but not on buildings.

Following this the Commission recommends a federal Parliamentary grant of $3,000,000 a year for 10 years for the encouragement of technical instruction adaptable to those who have passed the public school age of 14. This fund is to be apportioned in a similar manner and administered in a way that will not only encourage local initiative, but will avoid any possible criticism on the ground of interference with provincial control, an exceedingly delicate point which the Commission seems to have handled with signal success.

"Believing that the best interests of Canada as a whole will be served by the Government giving immediate effect to the recommendations of the Commission, so far as they relate to federal aid, your Committee beg to recommend that the Secretary be instructed to communicate at once with every member of the Dominion Cabinet, placing this Council on record as in favor of action at the earliest possible date, implementing the report of the Royal Commission, and that authority be given this Committee to devise plans for interesting Boards of Trade, educational institutions, labor organizations and other bodies in similarly placing themselves on record and to arrange for deputations to wait upon the Government for the purpose of emphasizing the desires of our people in this direction."

There will be no meeting of the Council in July or August, unless the President deems it necessary to call one. If a meeting is held, it will probably be in Brockville, where Mr. Storey promises to do the honors.

TRAINING WINS.

Except in the case of the trained salesman, the business talk is usually delivered off-hand. A ton of powder burnt in the open may break a few windows, while a thimbleful exploded behind a rifle ball will drive it through chilled steel.

LABOR ORGANIZATION IN CANADA, 1912.

Comprehensive Directory Has Just Been Published—Shows How International Unionism Affects Canadian Unions.

The second annual report on labor organization in Canada, covering 1912, has been issued by the Department of Labor. From the introductory pages it is noted that trade union membership, in common with other activities of industrial life in Canada during the past year, increased considerably during the year 1912. At the end of 1911 the membership was reported at 133,132; at the close of 1912 it stood at 160,120.

This membership, it may be noted, is contained in 1,883 local trade union organizations. The local bodies are affiliated to larger central organizations, save in twenty-eight instances where the unions are local and independent. The central bodies are chiefly international in character, and five-sixths of the Canadian members are affiliated with international central unions. A membership of 136,389 is credited to 1,638 local branches of international central bodies, an increase of 16,774 members and 107 locals on the figures for 1911. Canadian organizations report 217 local branches, with a total membership of 15,616 for 1912; in 1911 there were 191 local branches and a membership somewhat under the total for 1912. Besides there are the twenty-eight independent bodies mentioned above.

An interesting statement shows the relative standing in trade unionism of the chief industrial nations, with figures indicating the percentage of trade union membership to population in the case of each country as follows:

Country.	Union membership.	Population.	Percentage of union membership to total population.
Great Britain	3,010,345	45,365,599	6.066
France	1,029,238	39,601,509	2.025
Belgium	92,735	7,516,730	1.012
The Netherlands	153,689	5,945,155	2.025
Denmark	128,224	2,757,076	2.025
Sweden	116,500	5,521,943	4.046
Norway	53,830	2,391,782	2.021
Finland	19,640	3,120,264	2.022
Germany	3,061,002	64,903,423	4.047
Austria	496,263	28,321,088	1.017
Bosnia Herzegovina	5,587	1,898,044	.002
Croatia-Slavonia	8,504	2,416,300	.003
Hungary	95,180	20,840,678	.004
Servia	8,337	2,911,701	.002
Roumania	6,000	6,966,000	.0008
Switzerland	78,119	3,741,971	.02
Italy	709,943	34,687,000	.02
Spain	80,000	19,588,688	.004
United States	2,282,361	91,972,266	2.481
Canada	160,120	7,204,527	2.02

PRICES ADVANCE SOMEWHAT.

The Department's index number of wholesale prices stood at 137.0 for May as compared with 136.3 in April, and 136.3 in May, 1912. The numbers are percentages of the price level during the decade 1890-1899. The chief advances of the past month occurred in animals and meats, fish, fruits and vegetables, with considerable decreases in dairy products and fuel. Western grain was upward, but paints and oils were lower. In retail prices, dairy products, fish, sugar, potatoes and coal were lower, while meats and rentals tended upward.

DEPARTMENT OF LABOUR, CANADA.

Trade Disputes During May.

The record of trade disputes maintained by the Department of Labour shows that, as is usual at this season, the majority of the disputes occurred pending the adjustment of new wage schedules. These were nearly all of short duration. The mining industry on Vancouver Island was seriously interfered with, more than 3,000 men being out during the whole month through the continuance of the dispute at Ladysmith and the Cumberland mines, and the closing down of the mines in the Nanaimo District. A great number of the disputes of the month occurred among workers in the metal trades. The disputes of May affected upwards of 11,500 employees and accounted for the loss of more than 150,000 working days. Disputes affecting the various classes of municipal employees in Vancouver and affecting also the boot and shoe workers in a number of factories in Quebec were satisfactorily adjusted during the month through the instrumentality of boards under the Industrial Disputes Investigation Act. The Department of Labour also assisted in the adjustment of disputes affecting the employees of the Hydro-Electric Commission in Toronto, and affecting also the longshoremen in Montreal and St. John, N.B. In the latter case a board has been established under the Industrial Disputes Investigation Act.

DEATH OF R. HARCOURT SMITH.

Mr. R. Harcourt Smith, of John Sharples & Co., died in Quebec on June 7th. The deceased was a brother-in-law of William Price, president of the Quebec Harbor Commission, and was one of the foremost citizens of Quebec.

FORESTRY CONVENTION.

The Fifteenth Convention of the Canadian Forestry Association for the presentation of addresses and papers, and the discussion of forestry questions, will be held in Winnipeg, July 7, 8 and 9, 1913.

THE GATEWAY TO SUCCESS



—Cartoon by Palmer

News Item:—Western Canada's wonderful possibilities are attracting more immigrants this year than ever before, and all records will be broken.



New factory of the Crown Tailoring Co., Ltd., Toronto, on the left and the factory of the Gerhard Heintzman Co., Ltd. Toronto, showing new addition

FACTORY BUILDING IN EASTERN ONTARIO

By J. T. Stirrett

EDITOR'S NOTE:

This article deals with the factory building under way in Toronto and Eastern Ontario. In gathering the information given below, firms in question were interviewed in person or by letter, and the replies form the basis of this article. In many cases, the companies were not able to give specific information, which accounts for omissions and possibly for errors. Firms were asked to give particulars only of buildings which are actually under construction.

TORONTO, the second city in Canada, according to manufacturing, has been growing industrially since 1910 like a green bay tree. In 1911, permits were issued for 110 factories, valued at $1,680,000; in 1912, for 86 factories, valued at $2,305,000; and up to June 1st, 1913, for 40 factories, valued at $981,000, additions are included.

Similar growth is in evidence in Eastern Ontario towns and cities. They seem determined to leave far behind the now obsolete industrial statistics of the census of 1910. Perhaps one of the most striking proofs of Ontario's progress is shown by the fact that the census figures are now only an indication of the industrial activity of communities, and are useless for more practical purposes. Western Ontario is forging ahead of the older part of the Province in manufacturing, but the latter is making steady, if less striking, progress, and the introduction of Hydro-Electric Power may close up the gap between the industrial outputs of the two halves of Old Ontario.

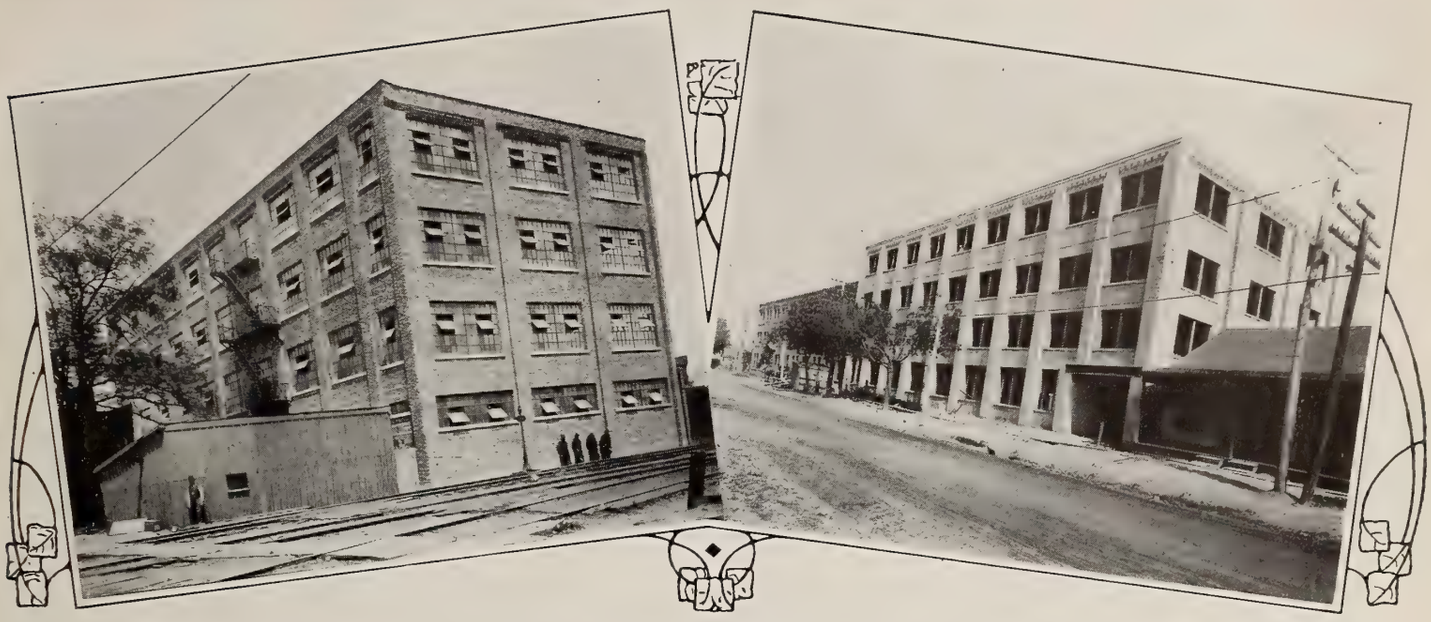


Plant of National Drug and Chemical Company of Canada, Ltd., Toronto. The building on the right is under construction

In Toronto, which stands midway between these sections and so belongs to both of them, the industrial development is remarkable. Go up on the roof of a tall building and look east, west, north and south. On every side the skeletons of factory buildings are rising and the steady rattle of the riveting hammer assaults the ear. Before the snow flies, the majority of these buildings will be occupied by employees, many of Canada, some from Great Britain and some from the United States, all earning good wages and helping to manufacture a wide diversity of articles calculated to serve Canadian needs.

On account of the number of factories under way, it will be necessary to refer only briefly to each.

In order to improve their oil-tractor producing facilities, a $250,000 addition 400 x 106 feet is being built by the Canadian Fairbanks Morse Co., Ltd., The Company's pay roll will be increased by 400, making the total staff 900. This addition will bring the Company's investment up to $1,000,000. Telfer Brothers are building a new factory, costing $80,000, and employing 200 people, for the manufacture of biscuits. A. R. Clarke and Company are erecting a four storey factory, mill construction, 130 by 80 feet, which will cost $30,000. Piano Companies are extending. Gerard Heintzman Company are building a $30,000 factory, which will employ 125 people, and will bring the total annual output of their plant up to 3,500 pianos. Heintzman and Company are adding a $58,000 wing which will raise their annual output of pianos from 3,150 to between



New factory of Samuel May & Co., Toronto, on the left and new addition to the factory of A. R. Clarke & Co., Ltd., Toronto

3,500 and 4,000. 50 extra employees will be engaged. George H. Hees and Son are building a $50,000 addition which will give employment to 25 extra people. In renovating and enlarging a building adjoining their plant, the Standard Woollen Mills are spending $25,000 to keep pace with their business. W. E. Dillon and Company are building a $70,000 factory which will employ 100 in the manufacture of galvanized iron and all sheet metal supplies.

One of the finest factories in Toronto will be that of Rolph and Clark. It will cost $300,000 and will give employment to 100. Bank and office stationery will be its special products.

The Brunswick-Balke-Collender Company are erecting a factory costing $100,000, which will employ 250 men and turn out $500,000 worth of billiard tables and bowling alleys annually. For the manufacture of billiard and pocket tables and bowling alleys and their equipment, Samuel May and Company are building a new four-storey factory, 137 x 50 feet, costing $50,000. The Crown Tailoring Company, Ltd., will employ 175 hands in their new $175,000 building exclusively in the manufacture of men's special order clothing. Their output will be $250,000 per annum. A $40,000 addition is being erected by the Canadian Chewing Gum Company, Ltd., which will provide 25,000 square feet of floor space. No extra employees will be engaged, as considerable labor-saving machinery is being installed. The National Drug and Chemical Company of Canada, Ltd., are building an addition which will cost $120,000 and will permit an output of $1,000,000 in 1914. Medicinal and toilet preparations will be manufactured. 150 employees will be engaged. The American Watch Case Company of Toronto, Ltd., are building a new factory costing $30,000, which will give employment to 30 people. The present output will be increased without the addition of new lines of goods.

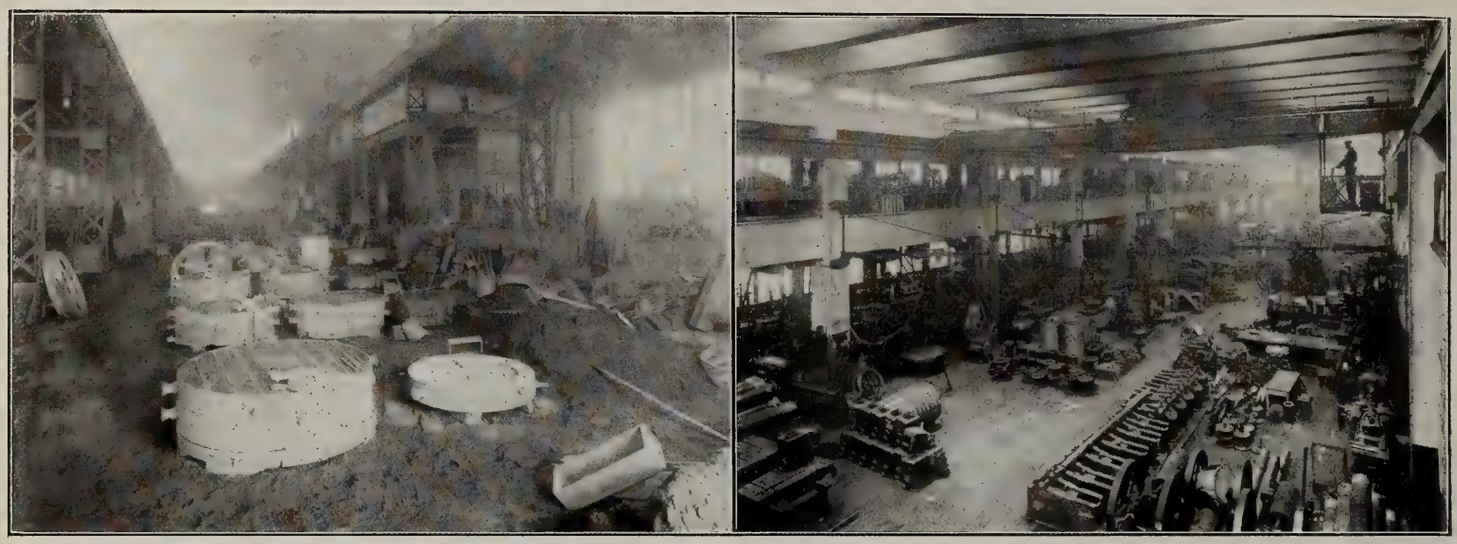


Plant of Delaney & Pettit, Limited, Toronto, showing extensions now under way.

A fine new factory, costing $100,000, is under construction by the A. B. Ormsby Company, Ltd., and will be finished about September 1st. 500 men will be employed, and the annual output will reach $1,500,000. Steel doors, fireproof windows, skylights, etc., will be manufactured. A. T. Reid Company, Ltd., are putting up a new five storey factory costing $50,000 for the manufacture of men's neckwear. The Metallic Roofing Company of Canada, Ltd., are active this summer. Besides enlarging their Winnipeg factory at a cost of $25,000, they are building a $25,000 addition to their Toronto plant for the production of nearly all varieties of metal work. The Delaney and Pettit Company, Limited, are making a $25,000 extension to their plant, upon which an equal amount was spent last year. Fifteen extra men will be employed. The addition will be used in the manufacture of pads for packing. It is interesting to notice that the Company has just taken out a Dominion charter, authorized capital $300,000, and will transfer the assets of the Delaney and Pettit Company, Ltd., to "Delaney and Pettit, Ltd."

Building in Peterborough.

East of Toronto, the greatest industrial activity this summer is taking place in Peterborough, where the DeLaval Dairy Supply Company are putting up a factory and installing equipment, which will represent a preliminary investment of $200,000. The Company's separator factory will be moved from Montreal about September 1st, after which they



Views of the interior of the $250,000 addition which the Canadian Fairbanks Morse Co., Ltd., are building in Toronto This brings their investment up to $1,000,000.

expect that their output will reach $500,000 annually. They have fifteen acres of ground in Peterborough and will engage 150 employees in the manufacture of all articles associated with the milk, butter and cheese industries. Henry Hope and Sons, Ltd., Toronto, are putting up a $65,000 factory in Peterborough to manufacture steel sash, used for industrial buildings. 50 employees will be engaged and the estimated annual output will reach $200,000. The following Peterborough plants are building additions: The Canadian General Electric Company, The Bonner Worth Company and G. Walter Green and Company.

Quiet in Cornwall.

No new factories are being erected in Cornwall at the present time, but the Toronto Paper Company are making a $40,000 extension to their sulphite plant, which will increase their annual output by about $100,000.

In Oshawa, the Oriental Textile Company, Ltd., are just finishing their factory for the manufacture of plush, which will employ about 25 men.

The City of Ottawa has been making rapid strides in manufacturing. Her three principal pay-rolls—industrial, $8,000,000, Government, $5,000,000 and railways, $2,000,000, distribute nearly $15,000,000 annually. The City has the largest individual factories in the world producing paper, cardboard, tents and awnings, marine signals and cement. Ottawa has now nearly 200 industries, manufacturing products annually to the value of about $40,000,000.

The Ottawa List.

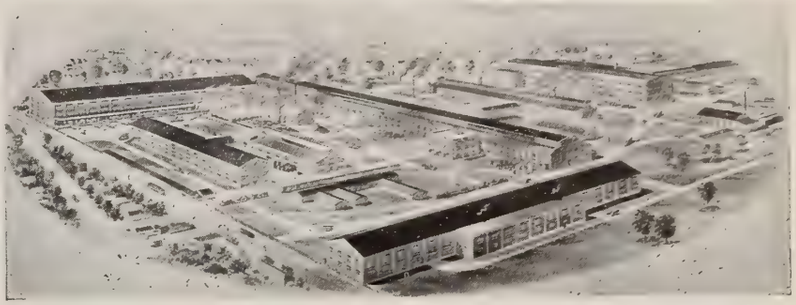
This summer factory building is engaging the attention of a considerable number of Ottawa citizens. At present the following buildings are under construction: Chas. Holbrook & Son, factory, $35,000; Campbell Bros., Iron and Steel Co., addition, $10,000; Aluminum Castings Co., factory, $2,500; J. R. Cameron, factory, $2,500; Trudel & McAdams, workshops, $3,100; The Bronson Co., cutting-up mill, $5,000; Brading Brewing Co., storage addition, $2,000; Blackburn Bros., factory, $4,000; American Bank Note Co., factory, $145,000; Ottawa Gas Co., additions, $100,000; A. E. Rea & Co., additions, $250,000. In addition to the above, just outside the City limits the following are under way: E. B. Eddy Co., addition; new plant 75x500 feet of the Beaver Company; new plant of the Bishopric Wall Board Co.; the Ottawa & Hull Power Co., addition to power house to develop 30,000 h.p.



The $300,000 factory of Rolph and Clark, Limited, now being built in Toronto A good example of long, low construction.

This partial account of factory building in Eastern Ontario indicates the deep-rooted prosperity of industrial enterprises in that part of the Province. It is now a well-known fact that Canadian banks, several months ago, came to some sort of a working agreement to withhold loans from practically all construction work. They decided that the future of the country would be benefited by forcing enthusiasm to mark-time temporarily. Manufacturers, whose rapidly increasing orders required more space for operation and shipment, were told by the banks that no money would be available for new factories or additions to existing plants. In many cases, such refusals meant great loss of orders and disappointment to manufaturers who desired to complete partially finished plants.

In view of this attitude on the part of banks, it is surprising that so many manufacturers in Eastern and Western Ontario have been able to do so much factory building this summer. The number of new factories and factory additions

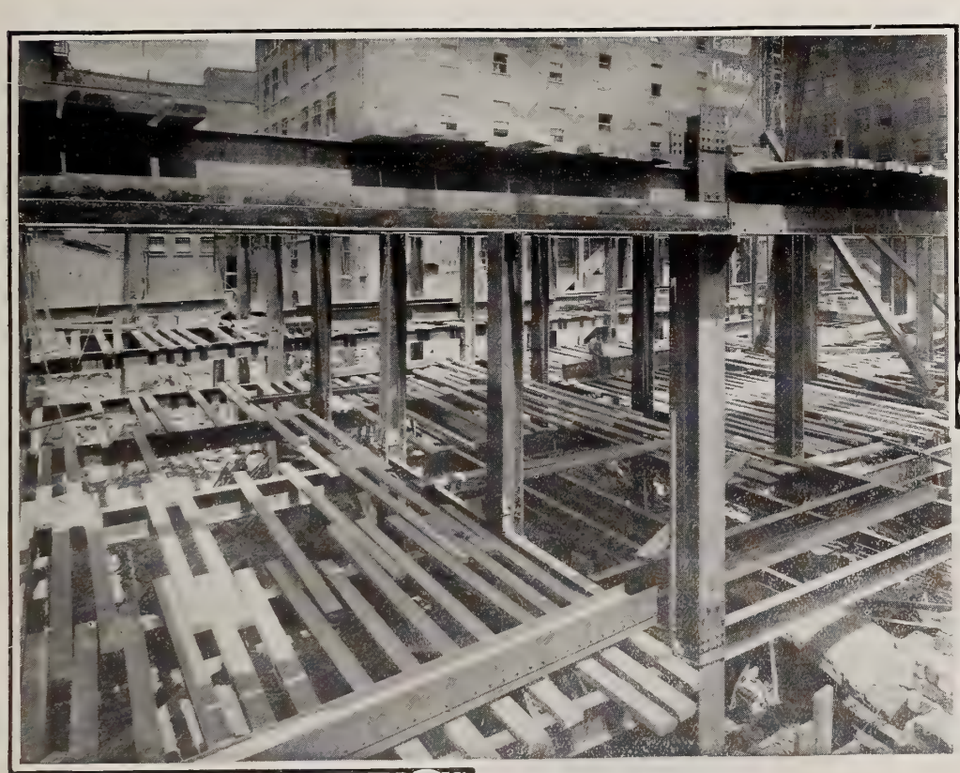


Plant of the Canadian General Electric Co., Ltd., at Peterboro to which an addition is being built

impressive suggestion of the tremendous vitality and progress of manufacturing in Ontario.

The amount of building which is being done proves also that manufacturers have confidence in the future. That money is scarce is one fact. That customers who formerly paid cash want credit is another. But in spite of these two facts, one more fact is just as apparent, and this is the convictoin on the part of manufacturers that the present depression is only such a rest as that which the race-horse takes before he swings into the stretch for home.

After visiting the principal manufacturing cities and towns of Ontario, the writer ventures to prophesy that this summer's factory building, though extensive, is only a promise of the building which will take place during the next ten years. Not long ago, Ontario was an Agricultural province, with

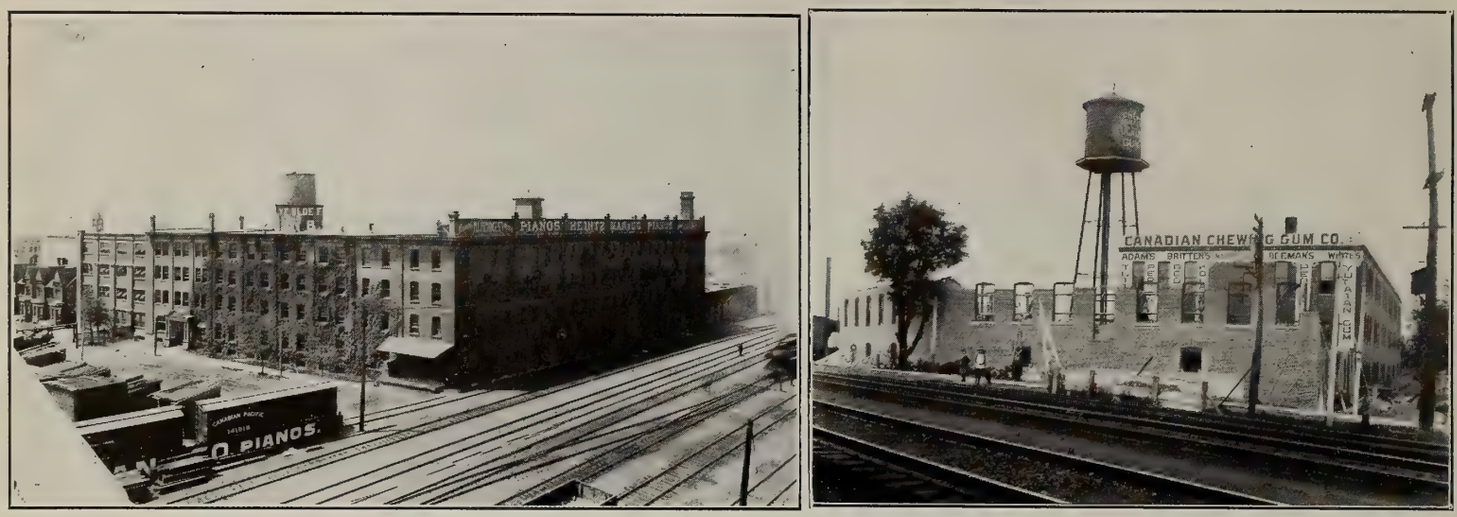




The interior view is that of the new factory of Christie, Brown & Co., Ltd., Toronto. The lower picture shows the new addition which is being built to the plant of the Brunswick Balke Collender Co.

under construction in Toronto, Hamilton and Ottawa only, proves that Ontario manufacturers are not so dependent upon banks as some people imagine. In many cases money for building purposes was raised by floatations of industrial bonds, and it is interesting to notice that these issues met with a favorable reception in comparison with that accorded to municipal debentures, and other securities.

On the other hand, it is, no doubt, true that the unwillingness of the banks to advance loans for construction prevented many industrial companies from building this year. This is especially true of the larger manufacturing concerns. When one surveys the amount of factory building which is being done and adds to it the imaginary structures, prevented from coming into existence by the banks, one gets an an occasional factory in the cities. The goods which the products of the farm purchased were "Made in England," "Made in the United States," or "Made in Germany." Now the



Plant of Heintzman & Co., Toronto, on the left and of the Canadian Chewing Gum Co., Toronto, to which additions are being made

greater part of such goods are "Made in Ontario." The factories now under construction will make more goods in Ontario. More, they will employ thousands of men and women at good wages.

In travelling about Ontario, one is struck by the evident prosperity of the farmers. Thirty years ago, Ontario farmers were kept poor because they had no adequate markets for their produce. Cattle, sheep, hogs and poultry sold at low prices because there was little demand in the scattered small towns, and the backwoods villages. It is different to-day. Every sheep, hog and hen the farmer can raise is eagerly snapped up by the factory towns before it gets its growth and at a good price. Vegetables and fruit, grown near factories find easy sale without profits being unduly mulcted by transportation charges. This accounts for the feeling of satisfaction with which farmers regard the new factory buildings in the country towns.

SANITARY TOWELS.

Attention is called to the E. B. Eddy Company's advertisement on another page of this issue.

The Eddy Company have been making for some time now, a crinkled tissue Paper Towel, put up in rolls of 500 towels, and sold with fixture complete. Each towel is well perforated, so that it can be detached from the roll without effort.

Eddy's paper towels are especially adapted for use in public buildings and offices, because of their sanitary and economical qualities. A clean towel for every person at a nominal cost is a matter worthy of consideration, while the elimination of all waste renders them more economical than linen or cotton towels. These towels will not irritate the most sensitive skin, being quite soft and pleasant to the touch.

Every office, mill, factory and warehouse should be supplied with and should use these towels.



The $100,000 factory now being built by the A. B. Ormsby Company, Limited

TECHNICAL EDUCATION IN CANADA

Royal Commission Makes its Report, Recommending that $3,350,000 be Spent Annually on Technical Education and Industrial Training. Control Left with the Provinces. Relations to Existing Systems Discussed.

MANUFACTURER: "Where can I secure intelligent skilled workers?"

Youth: "Where and how can I learn what I want to learn?"

Citizen: "How can we best satisfy both?"

These are some of the questions answered by the report of the Royal Commission on Industrial Training and Technical Education, recently tabled in the House of Commons. Manufacturers will recall the creation of the Commission on May 28, 1910, largely as a result of the persistent efforts of the Technical Education Committee of the Canadian Manufacturers Association, and the appointment of the following gentlemen:

James W. Robertson, Esq., C.M.G., LL.D., of Montreal, Que., Chairman.

Hon. John N. Armstrong, Esq., of North Sydney, N.S.

George Bryce, Esq., LL.D., F.R.S.C., of Winnipeg, Man.

M. Gaspard DeSerres, of Montreal, Que.

Gilbert M. Murray, Esq., B.A., of Toronto, Ont.

David Forsyth, Esq., M.A., of Berlin, Ont.

James Simpson, Esq., of Toronto, Ont.

The Report is Extensive.

To attempt anything like a comprehensive survey of this report, which deals constructively in great detail with technical education and industrial training, examines the relationship between these subjects and our existing standards of education, and covers investigations made in all the provinces of Canada and the principal countries of Europe, would be impossible in this article; but attention is drawn to a few of the principal conclusions and recommendations made.

In reading the report, we cannot fail to be impressed by the importance laid upon technical education and industrial training by foreign nations.

"Throughout the countries visited, Continuation Classes, Technical Classes and Art Classes have been prominent features of the educational work on behalf of most of the children whose attendance at the ordinary school ends with their 14th year. For example, in the city of Halifax, England, 60 per cent. of all the boys and girls who leave the Elementary Day Schools continue their education at Evening Vocational Classes and Technical Day Courses. Many other cities in England and Scotland secure attendance almost equal to that attained at Halifax. In the city of Manchester it is claimed that 3.9 per cent. of the whole population of the city attend some form of Continuation and Vocational Schools."

Experience Summarized.

In Germany, the Commissioners found universal support of technical education, which was held to be largely responsible for that country's industrial progress. Perhaps this foreign sentiment is best summed up in the following extract from the report:

"In all the countries visited by the Commission, men and women who are recognized as great leaders in educational movements, discussed with us with frankness and fulness not only the systems and method which at present prevail in their countries, but also the problems which face the different central and local authorities, and the plans and efforts which are being made to meet existing conditions. A feature of the Report that will be of uncommon interest and value is the information obtained and reported on as Information obtained in conversation with these men and women. They had knowledge and ability to express clear opinions which had been ripened out of their endeavours to meet the circumstances and discharge the duties in connection with their own work in the several countries in which they labour."

Surely the above statements show that it is time Canada was developing a national scheme of technical education.

Beginning with the Children.

Any fear that technical education might prevent children from obtaining a general elementary education is removed by the following recommendations of the Commissioners:

"That all children of the age of 14 years should receive the benefits of elementary general education up to at least the standards provided by the school system of the place or province where they live.

"That, after 12 years of age, for the children whose parents expect or desire them to follow manual occupations, the content of the courses, the methods of instruction and the experience from work undertaken at school should have as close a relation as practicable to the productive, constructive and conserving occupations to be followed after the children leave school.

"In order that children may be better able to take up some branch of industrial training, it is recommended that elementary education should provide for training of the senses and muscles, for more and better drawing, for more physical culture and for nature study and experimental science."

Resolutions in Detail.

How these objects should be accomplished is clearly stated:

"The Commission is of opinion that the teaching of drawing, manual training, nature study, experimental science and pre-vocational work including domestic or household science in elementary schools, is of great importance and value and should be provided for generally.

"Having regard to the cost of carrying on these branches in the elementary schools, until teachers are available, who themselves have been taught them during their school days, and bearing in mind that such school work was not contemplated as part of public education at the time of confederation when the provinces accepted the responsibility of legislating for the maintenance and control of education within their borders, the Commission ventures to recommend that a fund be created from which payments would be made to the provincial governments during a period of ten years.

"The Commission suggests that such a fund should receive not less than $350,000 a year for ten years from a Dominion parliamentary grant; and that it should be divided into nine portions, in proportion to the population in each of the nine provinces as determined by the latest census, and allotted to each province accordingly.

"The Commission further suggests that there should be paid to each province from said fund (if and when the amount

to its credit in said fund is sufficient therefor) an amount not exceeding 75 per cent. of the amount which such province had paid, during the immediately preceding fiscal year, for the promotion and support of drawing, manual training, nature study, experimental science, and pre-vocational work, including domestic or household science, but not including the provision of buildings."

Secondary Education.

The Commissioners have endeavored to meet the common criticisms levelled against secondary education—that it has tended to overcrowd the professions, to inculcate a distaste for manual labor, and to provide little satisfaction for students who, disliking books, show an aptitude for practical work. They have arrived at the following conclusions:

(1) Secondary Vocational Education should be provided for those persons who are to follow manual industrial occupations, producing occupations such as agriculture, conserving occupations such as housekeeping, and commercial and business occupations.

(2) Such persons should have opportunities for acquiring secondary education which would be as fully advantageous to them in their vocations as the secondary education provided in the general school system has been advantageous to those who enter the learned professions, other professional occupations, or the leisure class.

(3) Secondary education for those who have gone to work should be provided in day and evening classes in close correlation with their occupations while they are still learners as apprentices or otherwise, and also when they have become skilled workmen or journeymen, or have come to fill positions or foremen, superintendents or managers.

Others Besides Children.

So much for school children. Next in the report, the Commissioners deal with individual workers—the wage earners, the people who would have been better wage earners, if they had benefited from industrial training in their school days.

"In the struggle of modern industry to produce goods cheaply in order to make profits, three elements are of importance—raw materials, labour-saving machinery and organization," says the report. "These three receive so much attention that sometimes the conditions of the results upon the individual workers are entirely lost sight of. The most important asset in any State is the value of the individual citizens themselves. While the conservation of natural resources and the promotion of industries are important and the development of trade has possibilities of benefit, the conservation of life and ability in the individual workers is supreme. Next to that comes the provision for conservation of opportunity for satisfactory employment."

Conclusions re Factory Workers.

Members of the Association will be interested in the following opinions of the Commissioners on the training of factory employees:

(1) That workers in factories whose main task is to attend or operate machines should receive instruction and training which would develop some all-round power and skill, widen their knowledge and increase their interests beyond the routine of automatic operations. By such means industrial activity would minister to the development of human life instead of subordinating it to the gain of profits without concern for the well-being and happiness of the individual workers.

(2) That such training should be provided as will conserve and develop occupations wherein skilled handicraft is required,—this for the sake of the workers as well as for the quality and character of products of certain kinds.

(3) That the interests of the rural population should be conserved and promoted as far as possible by Industrial Training and Technical Education suitable to the needs of its workers.

(4) That the needs of girls and women for organized instruction and training in the elements of the sciences and arts, which underlie successful housekeeping and home-making under modern industrial conditions, should be recognized and provided for. The housekeepers and the homemakers are always the mainstay of advancing civilization.

Principles of Organization and Administration.

It is easy to prove that technical education and industrial training are beneficial. Few deny it. But the establishment of a system which will meet the needs of Canada is a difficult problem. Before submitting their scheme of organization, the Commissioners state the principles in which they believe should underlie it:

1. It should be under provincial control and regulation.

2. It should receive financial support from individuals, from local authorities, from provincial governments and from the Dominion.

3. Provision should be made for active participation in its control, management and direction by individuals in the locality who would represent industries as employers and employees, agriculture, women's occupations particularly housekeeping, business and organized education.

4. It should provide educational opportunities for those who have gone to work and also for those who are able to return and devote their time for some months or years, as the case may be, to a course or courses of instruction and training.

5. It should make provision to ensure, as far as practicable, equality of opportunity for all preparing for industrial, agricultural and housekeeping occupations and for workers in such occupations.

6. It should be carried on in cordial co-operation with existing systems of education, and in such a way as to have the advantage of the use of existing buildings, equipment and teaching staff so far as these may be suitable and available.

A Dominion Development Policy.

After stating the importance of developing a plan which will secure public confidence, preserve Provincial control, encourage local initiative and interest all classes, the Commission recommends that Local and Provincial Development Bodies be constituted as follows:—

I.—Local Urban Industrial Development Boards.
II.—Local Rural Development Boards.
III.—Provincial Development Councils.
IV.—Provincial Development Commissions.

The Commission further recommends the constitution of,—

V.—A Dominion Development Conference.
VI.—A Dominion Development Commission.

Discussion of Finances.

The Commissioners discuss fully the financial considerations connected with the problem. They state:

1. That financial support should be provided by public authorities and by individuals, corporations and associations who are directly concerned and who would be likely to profit by the results to be obtained.

2. That the relative measure of support should be in some equitable proportion to the interest in the results, and the ability to pay, of the four possible classes of contributors, viz,

—(*a*) the individuals, corporations and associations, (*b*) the local community such as town, city or county, (*c*) the province and (*d*) the Dominion.

3. That in determining the proportion of cost of industrial training and technical education, to be contributed by different public authorities, regard should be had not only to the benefit of the local community to be expected from industrial training and technical education, but also to the ability of the community, and to some extent to its willingness, to provide the education of an adequate kind and to a sufficient extent.

4. That it is reasonable and desirable that the public authority with the larger financial resources should meet the largest proportion of the cost for the communities where population is most sparse and the amount of taxable property per head of pupils to be educated is lowest.

An important recommendation provides that "the financial support provided from Provincial or Dominion sources as grants to local authorities, should be devoted mainly if not wholly to the payment of a proportion of teachers' salaries and of the cost of equipment for instruction."

The $30,000,000 Clause.

The principal financial recommendation follows:

The Commission recommends that the sum of $3,000,000 be provided annually for a period of ten years by the Parliament of Canada and paid annually into a Dominion Development Fund.

1. Not less than 75 per cent. of the amount paid each year into the Dominion Development Fund, from the above source, to be divided into nine portions, in proportion to the population in each of the nine provinces as determined by the latest census, and alloted to each province accordingly for development undertakings therein. Each of the said nine portions of the fund to be administered as the '(name of the province) Account of the Dominion Development Fund;' and the remainder of the fund to be administered as the 'General Account of the Dominion Development Fund.'

2. Any portion of the Fund allotted to a province which may remain unearned or unpaid at the expiration of any fiscal year, to be carried forward and remain in the Account of the province until required for development work within such province.

3. Any portion of the Fund in the 'General Account' which may remain unexpended at the expiration of any fiscal year to be carried forward and remain in the 'General Account' until required for development work upon the recommendation of the Dominion Development Commission.

4. Payments to be made to development authorities in any province from the funds in the account of such province and from the funds in the 'General Account' only upon the recommendation of the Dominion Development Commission.

5. In order that a provincial government or local development authority may be entitled to receive a payment from the funds in a provincial account of the Dominion Development Fund, it will be necessary:—

(*a*) That the *Service* (that is the development undertaking proposed by a development authority) and the *Budget*, for the fiscal year for which the payment is intended, shall have been approved by a Provincial Development Commission or other authority constituted by the provincial government for that purpose; and that a copy of said *Budget* and a copy of a certificate of approval by the provincial authority of the proposed *Service* shall have been received by the Dominion Development Commission.

(*b*) That such a certificate shall have been issued by a Provincial Development Commission or other authority recognized by the provincial government as competent to make an efficiency audit, to the effect that the said development authority is administering the *Service* adequately and efficiently and in accordance with the authoritative regulations; and that a copy of said Certificate of the Efficiency Audit shall have been received by the Dominion Development Commission.

Uses of the Fund.

How should this Fund be used? The Commissioners believe that payments should be directed to secure as speedily as is practicable:—

1. The service in each province of an adequate supply of persons (teachers, instructors, demonstrators, executive officers) properly qualified to carry on Industrial Training and Technical Education.

Suggestion.—Seventy-five per cent. of the cost of training, or of securing otherwise, might be paid.

2. The establishment or extension and maintenance of classes, courses, schools or other institutions or means for Industrial Training and Technical Education.

Suggestion.—A proportion of the salaries of teachers, instructors, demonstrators and executive workers, according to approved *Budgets*, might be paid, varying from one-half in cities, to two-thirds in towns, and three-quarters in villages and rural districts.

3. The provision of suitable and adequate appliances, apparatus and equipment for teaching purposes, but not including school buildings, furniture or consumable supplies.

Suggestion.—Seventy-five per cent. of approved *Budgets* might be paid.

4. The provision of scholarships to equalize opportunities to young people and other workers to profit by classes, courses, schools or other institutions.

5. The provision of experts with experience in Industrial Training and Technical Education whose services for counsel would be available to provincial and local authorities.

6. The service of central institutions when and where required to supplement the work carried on by the several provincial and local development authorities either by providing and maintaining or by assisting in providing and maintaining such central institutions.

7. The promotion of scientific industrial and housekeeping research and the diffusion of knowledge therefrom.

The above is only a skeleton summary of the principal recommendations of this valuable report, copies of which will soon be available. It is a mine of information and it is hoped that the Government will quickly put into force its most important conclusions.

Montreal Ladies' Garment Section.

The Montreal Ladies' Garment Section of the Canadian Manufacturers Association, which was authorized at the April meeting of the Executive Council of the Branch, has now been fully organized and is getting its work well under way. It has a membership of about twenty firms, and this number is being increased. Capable and energetic officers have been elected, and the outlook for the Section is very promising.

The officers are the following:

President: A. Sommer, A. Sommer & Co., Ltd.

Vice-President: A. L. Gittleson, National Skirt Mfg. Co.

Hon. Treasurer: Allan J. Hart, The Hart Mfg. Co.

Directors:

M. Felson, The Felson Brennan Co.

H. Schloman, The Eclipse Cloak Co.

C. B. Fainer, Montreal Skirt & Cloak Co.

P. B. Glickman, National Rubber Co.

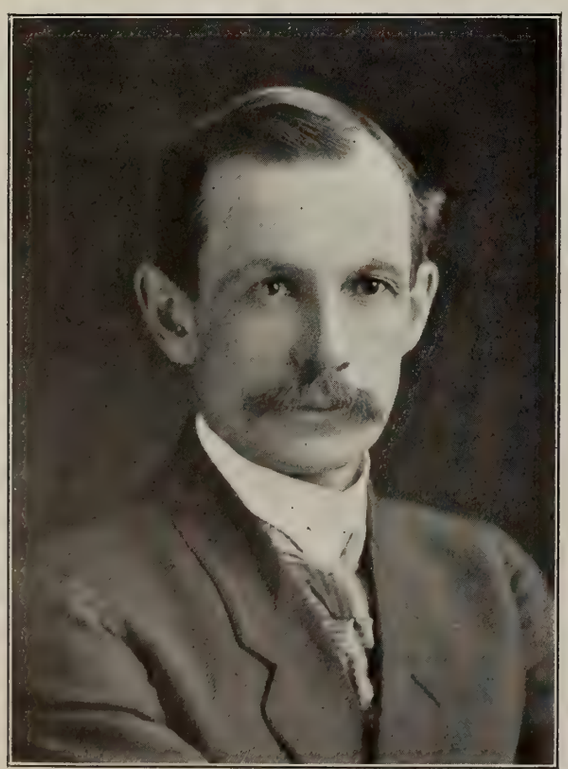
TORONTO BRANCH ANNUAL MEETING

Mr. Clarke, Retiring Chairman, advised caution in commercial enterprise Canada's great industrial future is assured. Growth of membership of the Branch indicates progress. One of the best meetings on record

"IT is evident that we are attempting to crowd into a short space of time a development or expansion that covered a much longer period in the United States. Our development is of an entirely new character. I would not suggest that this is either sound or unsound, but it is quite possible that if expansion is thrown upon us in advance of the organization necessary to provide for it a re-action is inevitable. Inability to handle all the business offered is liable to induce us to skim the cream. It is satisfactory, in one sense, to have more orders offering than we can fill, but if we do not take care of the orders, some one else does, and the result is an economic loss. There is a heavy economic loss in Canada. Very large amounts of money are sent to foreign countries for the purchase of merchandise that could be made in Canada."

Said Mr. A. R. Clarke, retiring Chairman of the Toronto Branch, at the annual meeting of the Branch at the Royal Canadian Yacht Club, Toronto, on June 12th.

"The products of manufacture in the United States in 1880 were $106 per head. In Canada to-day $162. Their imports were $15 per head, ours are $92 and for every mile of railway in the United States there were 537 persons; in Canada 257 persons.



Mr. A. R. Clarke (A. R. Clarke & Co.)
Retiring Chairman, Toronto Branch

"Immigration returns tell us that 400,000 people are coming to Canada from foreign countries this year for the purpose of sharing in this prosperity. They will become producers and will add to the buying and selling power of Canada. If we allow our minds to dwell upon these figures optimism is bound to prevail. The United States annual immigration returns did not amount to as much as we are now trying to absorb until the year 1880, when its population was 50,000,000. At that period the capital employed in manufacturing in the United States was $55 per head of population. In Canada, with a population of 7½ millions, it is $173 per head. The rapidity of Canada's development is unprecedented in the world's history."

In discussing tariff matters, Mr. Clarke pointed out that the experts who framed the Underwood bill state that the average ad valorem rate will be 29.73 per cent. on all imports, while the average ad valorem rate imposed in 1912 by the Canadian Customs Tariff was only 16 per cent. on all imports.

"May I recall the fact," said Mr. Clarke, "that it was in Toronto in 1882 that the National Policy was announced and that following its announcement it was endorsed not only by the Canadian Manufacturers Association but by the people at large. Though thirty years have since elapsed, though Governments have come and gone, the same policy with such few modifications as changing conditions have warranted has been the bulwark of Canada's prosperity."

In dealing with labor, Mr. Clarke did not hesitate to place responsibility for much unrest with the agents of international unions.

"In connection with the strikes now in progress," he said, "the demand in most cases is not for higher wages, but for recognition of the unions, a movement fostered largely by foreign agitators who do not represent the fair-minded Canadian workman. We have only to point to Australia, where the Labor party has been in power for so long, to show the unfortunate results of restricted immigration. Industry has been so paralyzed that a complete reversal of policy has become essential and they are now giving large bonuses not only to the immigrant himself, in the shape of assisted passages, but to the immigration agent as well."

References were also made by the speaker to the excellent work being done by the Toronto Housing Company, to the progress of technical education, to local transportation problems, to terminal congestion of freight, to the programme of the Ontario Fire Prevention Association, and to the plans of the Toronto Harbor Commission.

Mr. Clarke concluded by giving statistics showing the industrial progress of Toronto.

The most important subject dealt with in the report of the Executive Committee was the organization of the Ontario Fire Prevention Association.

Immediately after the inaugural meeting last fall a subcommittee was appointed for the purpose of bringing in a report upon the best ways and means of attacking the great problem of fire waste. As the parent organization had arranged with Mr. Franklin H. Wentworth, the Secretary of the National Fire Protection Association, to address a series of meetings in several places in Canada, the Fire Prevention Committee, together with the Entertainment Committee, spared no effort to ensure that the meeting in Toronto would be instrumental in giving as much publicity as possible to Mr. Wentworth's message. Following this, steps were immediately taken to organize the Ontario Fire Prevention Association, which has been most successfully launched, and has already accomplished sufficient

to justify its existence. Both the City Council and Board of Education are co-operating heartily. The last Friday in April will henceforth be proclaimed "Fire Prevention and Clean-up Day."

The Committee reported that its representatives had attended regularly the meetings of the Toronto Improvement Conference, which is an organization made up of Ratepayers' Associations and other non-political public bodies in the city. The main purpose of this organization is to provide a clearing house for ideas in regard to municipal improvements. Reference was made to the activity of the Branch in opposing exhorbitant demurrage and cartage charges of the railways, the improvement of the street railway service, and other transportation matters. A close watch was kept on municipal and provincial legislation to safeguard the interests of the members, and special attention was given to the problem of technical education.

The report of the Secretary, Mr. J. M. McIntosh, showed that the revenue for the Toronto members of the Association, under the existing scale of fees, amounted to $13,444, as compared with $10,170 last year, and that the membership of the Branch now stands at 718, an increase of sixteen members during the past eleven months.

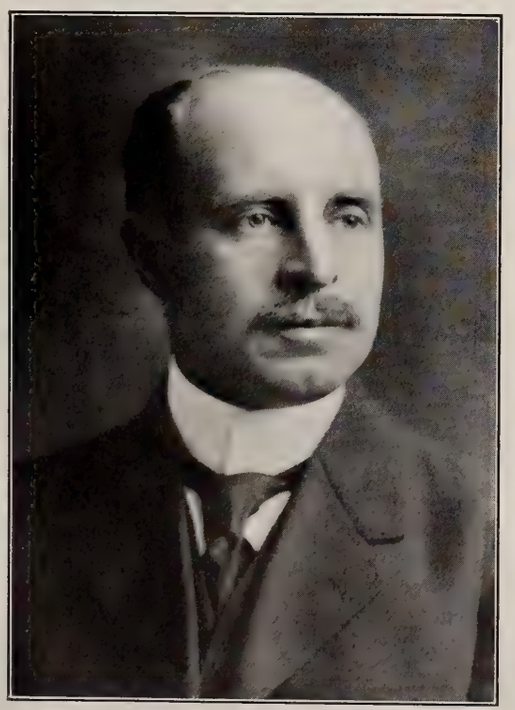
In presenting a report of the representatives of the Branch to the Canadian National Exhibition Association, Mr. Geo. T. Irving stated that, last year, committees had made regular tours of inspection covering the arrangement provided for the exhibitors, for the public and for the exhibits, with a view to removing any causes of complaint on the part of the manufacturers. They also made suggestions and recommendations which they hope will lead to a reduction in the congestion which is now unfortunately in evidence at the Exhibition. The members present urged strongly that a new machinery building should be erected.

The elections resulted as follows:

TORONTO BRANCH.

Chairman—

R. D. Fairbairn, R. D. Fairbairn Co., Ltd., (acclamation).



Mr. R. D. Fairbairn (R. D. Fairbairn & Co., Limited)
Elected Chairman, Toronto Branch



T. F. Monypenny (Imperial Varnish and Color Co., Limited)
Elected Vice-Chairman, Toronto Branch

Vice-Chairman—

T. F. Monypenny, Imperial Varnish and Color Co., Ltd. (acclamation).

Executive—

S. H. Chapman, Ontario Wind Engine & Pump Co., Ltd.
W. C. Coulter, Booth-Coulter Copper & Brass Co., Limited.
H. A. Cowan, The Cowan Co., Limited.
H. Daly, National Cash Register Co., Limited.
F. Diver, Central Press Agency, Limited.
C. V. Harding, Toronto Carpet Co., Limited.
J. W. Hobbs, Consolidated Plate Glass Co.
S. W. Howard, Steel & Radiation, Limited.
J. B. McCarter, Eclipse Whitwear Co., Limited.
C. M. Murray, Chapman Double Ball Bearing Co., Limited.
A. F. Park, Wm. Davies Co., Limited.
James Riordan, Standard Sanitary Co., Limited.
R. A. Stappels, McElroy Mfg. Co., Limited.
Jno. Turnbull, Nasmiths Limited.
Turnbull Warren, Gutta Percha and Rubber Mfg. Co. of Toronto, Limited.

Representatives of Toronto Branch to the Executive Council—

Geo. Brigden, Brigden's Limited.
A. R. Clarke, A. R. Clarke & Co., Limited.
R. J. Copeland, Copeland-Chatterson Co., Limited.
H. Daly, National Cash Register Co., Limited.
W. L. Edmonds, Commercial Press, Limited.
Jno. Firstbrook, Firstbrook Bros., Limited.
E. Holt Gurney, Gurney Foundry Co., Limited.
Sam Harris, Harris Lithographing Co.
Geo. T. Irving, Irving Umbrella Co., Limited.
C. B. Lowndes, Lowndes Co., Limited.
J. S. McKinnon, S. F. McKinnon & Co., Limited.
G. B. Meadows, Geo. B. Meadows Toronto Wire, Iron & Brass Works Co., Ltd.
T. F. Monypenny, Imperial Varnish and Color Co., Limited.
J. P. Murray, Canadian Oil Producing and Refining Co.,

S. R. Parsons, British American Oil Co., Limited.
W. C. Phillips, Phillips Mfg. Co., Limited.
Thos. Roden, Roden Bros.
A. S. Rogers, Imperial Oil Co., Limited.
F. A. Rolph, Rolph & Clark, Limited.
T. A. Russell, Russell Motor Car Co., Limited.
J. C. Scott, J. C. Scott Co., Limited.
W. H. Scott, Livingston & Scott.
J. F. M. Stewart, Point Anne Quarries, Limited.
W. B. Tindall, Parry Sound Lumber Co., Limited.
A. W. Thomas, Copp, Clark Co., Limited.
J. O. Thorn, Metallic Roofing Co. of Canada, Limited.
Geo. W. Watts, Canada Foundry Co., Limited.
C. F. Wheaton, Dodge Mfg. Co., Limited.
S. M. Wickett, Wickett & Craig.

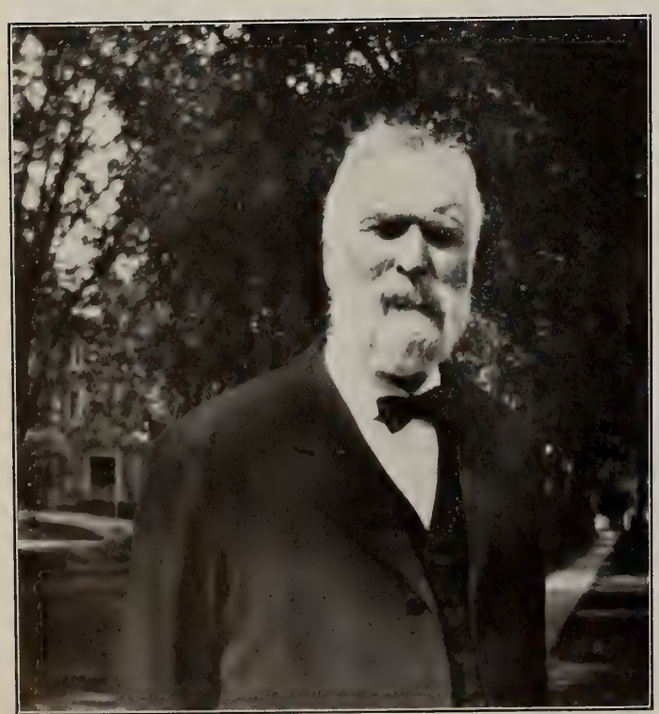
Representatives to the Canadian National Exhibition Association—

S. B. Brush, Brush Co., Limited.
A. R. Clarke, A. R. Clarke & Co., Limited.
John Firstbrook, Firstbrook Bros., Limited.
E. J. Freyseng, Freyseng Cork Co., Limited.
R. S. Gourlay, Gourlay, Winter & Leeming.
S. Harris, Harris Lithographing Co., Limited.
G. T. Irving, Irving Umbrella Co., Limited.
J. S. McKinnon, S. F. McKinnon & Co., Limited.
J. P. Murray, Canadian Oil Producing & Refining Co., Ltd.
W. C. Phillips, Phillips Manufacturing Co., Limited.
T. A. Russell, Russell Motor Car Co., Limited.
J. O. Thorn, Metallic Roofing Co. of Canada, Limited.

Mr. William Dewart was one of the writers who helped crystallize public opinion in favor of Sir John A. McDonald's National Policy, which has been the corner stone of Canada's industrial progress.

He will celebrate his seventy-seventh birthday on the 4th of July at his son's home in Montclair, New Jersey.

INDUSTRIAL CANADA, during the past year, has repeated some of the best articles written by Mr. Dewart over thirty



Mr. William Dewart

years ago in support of protection, and it is interesting to notice that the arguments contained in these articles are as suitable to Canada's commercial condition to-day as they were when they were written.

INDUSTRIAL CANADA hopes that Mr. Dewart will live many more years and consequently will be able to watch the industrial progress which he helped to secure.

THE VALUE OF KNOWING YOUR COSTS.

By A. O. Kuehmsted, in the "Manufacturers News."

THIS article will take up that part of "knowing your business" which relates to knowing your costs, your factory costs. An up-to-date set of books kept properly will give you easily your expenses in total, the percentage of expense, and will show your financial condition at a glance. With the merchant the cost of his merchandise is the invoice price plus the cost of buying, in freight, receiving, displaying for sale, cataloguing, advertising, etc., but the manufacturer has a more difficult problem and must take the cost of the raw material used plus waste and handling, add the cost of his productive labor, and also add a percentage for non-productive labor, supervision, etc., before he can state definitely what an article actually costs.

Productive and Non-Productive Labor.

To so arrange a cost system as to give you full information it is first necessary to separate your productive labor in the pay roll from the non-productive labor. Productive labor is that portion of your pay roll which adds value to the product. The time spent by a lathe operator in maintaining his lathe in good order, in getting material, in cleaning up before quitting time, etc., costs you just as much as though put in on a job, but that portion of his labor is non-productive, and is an expense just the same as superintendence, or light, heat and power. To separate the non-productive from the productive labor, start a cost sheet on every job going through; have your operator not only punch in on the time clock when beginning in the morning and punch out when quitting at night, which will give you his full time for which he is entitled to pay, but also punch his time of starting on Job No. 1, 2 or 3, as the case may be, when beginning on this job, and punch out his time when quitting on that job. The total of the time turned in on the various jobs at the end of the week will be the total of his productive labor, and the difference between the productive labor and his salary, is the non-productive labor. This can be totalled weekly and charged off into expense. Each operator signs or initials his time cards before they are turned in and these time cards are the best evidence (in court, if it comes to litigation, for example) to show the actual time spent on a repair job.

Keep Track of Material.

Keeping track of the material used on each job is an easy matter if you will handle your stock of raw material the same as any retail store sells goods to a customer, but charging to the job instead of to the customer. Issue no material without a written order slip signed by the foreman of the job, showing the quantity used and the order number of the job. These order slips are made in duplicate, the carbon copy going to the foreman of the job who keeps it for reference or for the purpose of checking up if the original should get lost. The original order slip after being priced by the pricing clerk goes to the cost accounting department where it is pasted on to a job sheet on which is entered from day to day all of the productive labor of all the people working on this job. Here, therefore, you have when your job is completed, not only a record which can be proven in court of all the time used on a job, but also written orders signed by your foreman, which are also the best evidence in court for all the material used on the job.



This Cartoon is a sample of the campaign carried on by "The Grain Grower's Guide" against Canadian Manufacturers who are creating home markets for Western farmers by establishing factories in the west.

The Western Canada Flouring Mills Company which started in Brandon in 1882 under the name of the Kelly Flour Mills Co., now controls no less than nine mills in the west. The latest acquisition is the Brackman-Ker Milling Company, Ltd., of Victoria, established in 1878, which has flourishing branches at Vancouver, New Westminster, Nanaimo, North Vancouver, Nelson and Rossland.



American Economist's view of President Wilson's tariff reduction.

Mr. T. N. Anderson, formerly with the Norton Can Company, has been made Canadian sales manager of the American Can Co., in place of Mr. C. H. Kilbourn, who goes to represent the company in New York.

The first international exhibition held in the west of England will be held in Bristol from May till October, 1914. Special reservations are being made for the exhibits of the colonies through J. J. Gibbons, Ltd., Toronto.

THE PRINCIPAL FAIRS OF NORTH AMERICA

The following list includes the principal fairs which will be held in Canada and the United States during 1913

Name.	Place.	Dates.	Name of Secretary.
Canadian Industrial Exhibition	Winnipeg	July 8-16	A. W. Bell
Calgary Industrial Exhibition	Calgary	June 30—July 5	E. L. Richardson
Portage Industrial Exhibition	Portage la Prairie	June 30—July 3	L. S. Dunford
Inter-State Fair	Fargo, N.D.	July 1-4	H. S. VanHorn
Inter-Provincial and Dominion Fair	Brandon	July 15-25	W. I. Smale
Regina Agricultural and Industrial Exhibition	Regina	July 28—Aug. 2	D. T. Elderkin
North Dakota State Fair	Grand Forks	July 22-26	D. V. Moore
Saskatoon Agricultural and Industrial Exhibition	Saskatoon	Aug. 5-8	D. Douglas
Vancouver Exhibition Association	Vancouver	Sept. 1-6	H. S. Rolston
Moose Jaw Industrial Exhibition	Moose Jaw	Aug. 5-8	W. P. Henman
Edmonton Inter-Provincial Stock Show and Race Meet	Edmonton	Aug. 11-16	W. J. Stark
Lethbridge Agricultural Society	Lethbridge	Aug. 24-28	Allen Jack
Iowa State Fair	Des Moines	Aug. 20-28	A. R. Corey
Canadian National Exhibition	Toronto	Aug. 23—Sept. 8	J. O. Orr
Great Eastern Exhibition	Sherbrooke, Que.	Aug. 30—Sept. 6	H. E. Channel
State Fair of Oregon	Salem	Sept. 29—Oct. 4	Frank Meredith
Nebraska State Fair	Lincoln	Sept. 1-5	W. R. Mellor
Minnesota State Fair	Hamline	Sept. 1-6	J. C. Simpson
Central Canada Exhibition	Ottawa	Sept. 5-13	E. McMahon
Western Fair Association	London, Ont.	Sept. 5-13	A. M. Hunt
Kansas State Fair	Topeka	Sept. 8-13	H. L. Cook
Michigan State Agricultural Society	Detroit	Sept. 15-20	G. W. Dickinson
State Fair, Oklahoma	Oklahoma City	Sept. 24—Oct. 5	I. S. Mahan
Spokane Inter-State Fair	Spokane	Sept. 15-21	R. H. Cosgrove
Illinois State Fair	Springfield	Oct. 3-11	J. K. Dickerson
Provincial Exhibition	New Westminster, B.C.	Sept. 30—Oct. 4	D. E. Mackenzie



By J. E. Walsh

PARCEL POST IN U. S.

It is learned on good authority that the express companies are prepared to make a strong plea against the proposed general reduction in their rates by the Interstate Commerce Commission, on the ground that the inauguration of the parcel post service already threatens decrease in their revenues to the extent of $5,000,000 for the present year.

This plea against reduced express charges was made by Walker D. Hines, chief counsel for the Adams, American, Southern, Wells Fargo and United States Express companies, at a hearing held before the Interstate Commerce Commission at Washington, D.C.

The private carriers will offer evidence indicating that the operation of the parcel post for the first sixty days of the year has deprived them of approximately 22 to 25 per cent. of their total business of packages up to and including 11 pounds, the present parcel post weight limit.

This percentage of loss, estimated on the basis of revenue at this rate for the year, would amount to about $5,000,000.

Another fact which it is now timely to recall is that at the hearing before the Interstate Commerce Commission, held on February 19, counsel for the five express companies gave it as his opinion that the carriers expected the proposed reduced rates, if put into effect, would cause losses of 25.2 per cent. of the gross revenues of the companies.

The loss of the Adams was estimated at 23.6 per cent.; for the American, 24.2 per cent.; Southern, 30.6 per cent.; United States, 22.2 per cent., and for the Wells-Fargo, a loss of 28.1 per cent. The companies declared that this loss upon interstate merchandise traffic indicates a total annual loss from interstate merchandise alone of $20,518,565.72 for the five companies, whereas their total operating income or net return was only $1,986,765.92 for the year ending June 30, 1912. The loss, it was said, would be due largely to the very heavy reductions upon shipments weighing not more than 40 pounds, and especially upon shipments weighing not more than 20 pounds.—*Trade and Transportation.*

In view of the recent controversy regarding the insurance rates on cargoes between Canada and the United Kingdom the following figures, compiled from official statistics prepared by the Government, are submitted, from which it will be noted that the rates in 1900 were over double what they were in 1912. There has been a gradual drop in the rates since 1900, and, comparing these in periods of six years, the results are as follows: The average insurance rate via Montreal to United Kingdom by first-class steamers was in 1900, 56c. per $100; in 1906, 32½c., and in 1912, 25½c. The reduction in 1912 on the 1900 rate is 31½c. per $100, or over 56 per cent.

The average insurance rate by tramp steamers via Montreal in 1900 was 1.15 per $100; in 1906 this had been reduced to 95c., and in 1912 the rate by tramp steamers via Montreal averaged 61c., showing a reduction on the 1900 rates of 54c. per $100, or equal to 47 per cent.

The rate by first-class steamers via New York in 1900 was 20c. In 1906 this had dropped to 17½c., while in 1912 the New York rate was 15c., a reduction on 1900 rates of 5c., or equal to 25 per cent., from which it will be seen that a reduction in rate via Montreal covering the period between 1900 and 1912 was proportionately greater by 50 per cent. than the reduction via New York during the same period.—*Monetary Times.*

The canals of Canada cost $103,400,589, and the annual interest charge on that capital sum, at 3½ per cent., would be $3,619,021. The cost of maintenance in 1912 was $1,725,738. The total of these two amounts is $5,344,759. By a simple calculation, it will be seen that this contribution by government was equal to 76.99 cents per ton on the whole Canadian freight tonnage of 1912, or .140 per ton per mile.

The account might be summed up in the following fashion:

	Per ton. Cents.	Per ton Per mile. Cent.
Actual freight rate	91.04	.194
Government contribution	76.99	.140
Totals	$1.6803	.334

How do the foregoing water rates compare with rail rates? Happily, we are not left to conjecture. The facts in relation to the transportation of wheat between Fort William, the head of Lake Superior and Montreal, both by water and rail, are definitely known. The average rate on waterborne wheat between these points in 1912 was 5.774 cents per bushel, or $1.92 per ton. To this should be added the contribution by government of .140 cent per ton per mile, equal to $1.72 per ton, making the total $3.64 per ton. The rail rate of the Canadian Pacific Railway between Fort William and Montreal is uniformly $4 per ton, or .402 cent per ton per mile. The average rail rate of all the railways of the West on wheat is not higher. On a longer haul, say from Winnipeg to St. John, New Brunswick, it is even lower; so that the comparison is fair. Thus we have on this statement of facts a water rate of $3.64 per ton as compared with a rate of $4 per ton by rail. That comparison, however, is based on an average water rate on wheat of 5.774 cents per bushel. The maximum water rate for the season of 1912 between the same points was 8 cents per bushel, and at that rate the charges by water were 29 cents per ton higher than were the current charges by rail. A fair conclusion is that, on the whole, the water rate paid by the shipper is lower on certain commodities which are peculiarly suitable for transportation in steamers; but there is not a material difference between water and rail rates when all the facts and conditions are taken into account. The difference in favor of the water rate is created wholly by the fact that a considerable part of the actual cost of transportation by water is paid by the people at large.—*J. L. Payne, Controller of Statistics.*



INSURANCE

By E. P. Heaton

The difference between our country and Europe seems to be that we are lavish in extinguishing fires and niggardly in preventing them. A fire department appeals to our love for the dramatic, but it is complicated, costly and only too often absurdly inefficient. On the other hand, fire prevention, with its unbounded scope for efficiency, is simple and relatively inexpensive; but it is prosaic and commonplace, with wide intervals of time between cause and effect; and such things do not appeal to our national temperament, which looks for immediate results.

From recent returns made to the City Treasurer of Montreal, the fire insurance premiums paid to Companies having offices in the City for the year ending Dec. 31st, 1912, amounted to $2,645,684.

Six of the "big" Companies received over $100,000 in premiums—Royal ($197,915), North British and Mercantile ($177,220), Guardian ($156,767), Liverpool and London and Globe ($140,508), Commercial Union ($113,652), Phoenix of London ($118,000).

These are big companies and in Montreal do a great business. Is it too much to expect of them that they will all be found in the very front rank of the movement for fire prevention?

For some years past, the writer has regularly received and always eagerly looked for the receipt of a journal published in New York, entitled "Insurance Engineering." It has been a very valuable educational factor in matters of fire prevention. As a sign of the times and because safety is the active principle of the day in business management and administration, the title of the journal is now changed to "Safety Engineering."

The scope of "Safety Engineering" is widened by a special department on "Accident Prevention" under the editorship of two gentlemen who are well known in this field of work, Mr. William Newell, Mechanical Engineer of the New York State Department of Labor, and Mr. David Van Schaack, Director of the Bureau of Inspection and Accident Prevention of the Ætna Life Insurance Company.

We are glad to recognize the broadening influence of this journal and we believe it to be quite opportune that we should speak of it favorably in this column. We hope under its new name and in its latest development it may receive the fullest encouragement and support of all interested in ascertaining causes of evil and mischief and correcting them.

Last month we referred to a heavy fire loss at Hamilton, Ohio, in which effective fire doors stopped a much more serious loss. Here is a Canadian illustration of the value of fire doors:—

A fire which was discovered on April 21 in the dry-kiln of the S. R. Hughes Lumber Company, 81 Portland Street, Toronto, was responsible for damage amounting to about $2,500. Owing to the fact that the building is equipped with fire-doors, the blaze was confined to the rear part, which was badly damaged. The firemen from the downtown section were called, and fought the flames from the rear. Some of the machinery and most of the rear part was destroyed, and a large quantity of lumber, stacked in the yards in the rear, narrowly escaped destruction.

Following is the text of the resolutions, as reported by Chairman H. L. Phillips, of the Resolutions Committee, adopted at the seventeenth annual session of the National Fire Protection Association:

"The National Fire Protection Association assembles in convention for its seventeenth annual meeting, affirming its belief in the marked advancement of its cause during the past twelve months.

"Although fully appreciative of this progress, nevertheless, the National Fire Protection Association, realizing its great responsibilities in the light of present events, is now impressed as never before with the urgent need of the universal adoption of the principles for which it stands.

"Therefore, with this object in mind,

"We call upon all cities and towns to adopt proper building codes, which will demand safe conditions and the use of fire-resisting construction in congested districts.

"We call upon all state and municipal authorities to enact legislation covering the safe transportation and storage of inflammable oils and explosives.

"We call upon all state and municipal authorities to enact legislation which will require the investigation of all fires by public officials.

"We call upon the public to bring about a safe and intelligent celebration of Independence Day.

We call upon the proper authorities to prohibit the manufacture and sale and use of the snap match, and require the universal adoption and use of the safety match.

"We call upon the proper authorities to require the introduction of automatic fire extinguishing apparatus in all commercial establishments and city blocks.

"We call upon the proper authorities to enact legislation so that all buildings in which people congregate, such as churches, schools, theatres, factories and hotels, shall be so constructed and equipped that the people within them shall be safeguarded.

"We call upon the press for its support, which has been so freely extended to us in the past, in keeping its columns open for the dissemination of literature, to the end that the fire waste may be kept within reasonable bounds.

"And finally, we call upon the public, from the greatest to the least, to use its individual efforts in the great cause of furthering the Gospel of Fire Prevention and Fire Protection."



LEGAL NOTES



By F. W. Wegenast

An extraordinary trial, illustrating the readiness of the average jury to violate all canons of law and logic in an action for damages between an employee and his employer, and illustrating at the same time the absurdity of the jury system in such cases, was reported in the Montreal papers recently. The case was that of Pierre Fleuriquin vs. Jos. Pilon, claimant demanding $4,000 from defendant on the grounds of an accident of which claimant's son was the victim, whilst at work in defendant's establishment, a butcher shop. The boy, it appears, was engaged in putting some tin cans on a shelf, and in order to reach the shelf he had to stand on a counter. The counter was greasy, the boy slipped, and on reaching out to save himself had his wrist caught in a meat hook located some distance above the counter. He was removed to an hospital, blood poisoning set in, and he had perforce to undergo amputation of the whole arm. In support of the action entered, plaintiff maintained that the defendant was at fault as he had called on the boy to do the work when he knew that the counter was in a dangerous condition, owing to the presence of grease on it. Moreover, the meat hook was rusty. Hence the blood poisoning.

The jury hearing the evidence pro and con, came in with a verdict that the mishap was due to the fact that the defendant had called on the boy to do the work when there was no one in the store who could give him assistance. Judge Guerin, who presided at the hearing, pointed out that this was a fault which had not been alleged in plaintiff's declaration, and that therefore the verdict was irregular. Thereupon the jury again retired, and in a few minutes returned with the pronouncement that neither the defendant nor the plaintiff had been at fault; nor had there been common fault; yet defendant should be condemned to pay $2,000 anyway. After quite a verbal duel had ensued on the verdict, the jurors were again sent out and came back announcing that they had not changed the condemnation, but had changed their views regarding the assignment of the fault. Their final finding was that the defendant was to blame because he had sent the boy to work in a dangerous place.

Counsel for the defendant immediately entered objection to the diverse findings, pointing out that if it were to be admitted that a jury should thus be sent back and forth until such time as they reached a verdict satisfactory to the court or the attorneys, chaos would ensue. If the jury could be sent back three times, why not six or twelve times. A motion has been made to send the whole case to the Court of Review.

One of the questions under the Foreign Companies Acts of Alberta and Saskatchewan has been whether a license when obtained was retroactive and would place the company in a position to sue on claims which had arisen before the license was taken out. In Smith *vs.* Western Canada Flour Mills Company, 17 W.L.R. 531, the defendant, a foreign company carrying on business in Alberta without registration became creditors to D, who, to secure them, transferred land and mortgaged goods to them. The assignee, for the benefit of the creditors of D, entered an action to set aside the transfer and mortgage, and, after the commencement of the action, but before appearance, the defendant became registered. The Supreme Court of Alberta held that upon a proper interpretation of the Act the contracts of the defendants which had been entered into before registration were not void, but only unenforceable in the provincial courts while the defendants remained unregistered; and that upon the defendants becoming registered the contracts were not only valid but enforceable.

There is a legal maxim that "*omnia praesumuntur contra spoliatorem.*" Suspicion is gaining ground in the minds of some manufacturers that this is translated in the West as "everything is presumed against the Eastern manufacturer." The case of Tollington *vs.* Jones recently decided in one of the Alberta courts is an example of a legal principle, correct enough in itself, but applied with absolute disregard of the most ordinary common sense. The plaintiff sold the defendant a gas engine and crusher. A copy of a book of instructions fastened to the engine contained a warning that if the engine was installed in a small building it was necessary to extend the exhaust pipe to the outside of the building so as to carry off the gas produced by the combustion in the engine. The purchaser's attention was not specifically called to the book though he was told by an employee of the plaintiff who set up the engine that it would be better to have such an extension of the exhaust pipe. The defendant claimed that in operating the engine he was overcome by gas and when the plaintiff sued for the price of the engine the defendant counterclaimed for damages for personal injury. Judgment was given for the defendant on his counterclaim on the ground that there was a duty on the part of a vendor of dangerous goods to warn the purchaser of any danger of which he could not be expected to be aware.

The general tendency of practically all State legislatures to regulate fire insurance was startlingly illustrated by the report of the committee on laws, which set forth that no less than fifteen hundred bills affecting fire insurance had been introduced in the various State legislatures during the sessions of 1913. A great number of these bills, if not a majority, were antagonistic to fire insurance interests.—*Report, National Board of Underwriters.*



CUSTOMS



By J. R. K. Bristol.

THE United States Senate Finance Committee have made many very important changes in the Underwood Tariff Bill as it was passed by the House of Representatives. These changes will be reviewed by the Democratic Senate Caucus.

Here follow the principal changes made by the Senate Finance Committee in the rates of the House tariff bill and presented to the Democratic Senate caucus.

Added to the free list:

Alizarin; single jute yarns; school books; cement; creosote oil; anthracene and anthracene oil; glazier's and engraver's diamonds, not cut; miner's diamonds and diamond dust; crude artificial abrasives; flax; hemp; flax and hemp tow; amber gum, valued at not more than fifty cents a pound; indigo colors; pig iron; wrought and scrap iron; ferro manganese and iron in slabs, blooms, loops or other forms less finished than iron bars, except castings; leather, including patent leather for shoes; harness and saddle leather; asphaltum; limestone rock asphalt; needles for shoe machines; photographic films and moving picture films; cyanide of potash; steel ingots, etc., not containing alloy; cattle, sheep and all other domestic live animals suitable for human food; wool of the angora goat and alpaca; paintings, etchings, sculptures, etc., of a "professional character."

Wheat, ten cents per bushel in the Underwood bill, was added to the free list, but the Senate Committee retained a retaliatory provision for a duty of ten cents a bushel on wheat, forty-five cents a barrel on flour and ten per cent. ad valorem on other wheat products when imported from a country that imposes duty on American wheat or wheat products.

A retaliatory duty of ten per cent. upon potatoes imported from countries imposing duties against the United States also was inserted. Potatoes were unreservedly on the free list in the Underwood bill.

Agricultural Products Affected.

Other principal changes were as follows, the new Senate rate being stated first in each instance:

Agricultural products—Oats, 6c. a bushel; House, 10c. Oatmeal and rolled oats, 33c. per hundred pounds, and oat feed 9c. per hundred; House, free list. Cheese, 2½ per pound; House, 20 per cent. Butter and butter substitutes, 2½c. per pound; House, 3c. Beets, 5 per cent.; House, 10 per cent. Eggs, frozen or otherwise prepared, 2c. a pound; House, 2½c. Frozen or liquid egg albumen, 1c. per pound; House, free list. Peas, green or dried, 10c. a bushel; House, 15c. Flaxseed, linseed and other oil seeds, 15c. per bushel; House, 20c. All other seeds, 5c. per pound; House, 10 per cent. ad valorem. Zante currants, Senate, 1c. per pound; House, 2c.

Fish, except shellfish, 25 per cent.; House, 20 per cent. Lemons, limes, oranges, grape fruit, shaddocks and pomelos, ½ of 1 cent per pound; House rates ranged from 18c. to 20c. per package, according to size. Bananas, 5c. per bunch; House, free list.

Sugar and Wool Unchanged.

Sugar tariff provisions of the House Bill placing sugar on the free list in 1916 were not changed.

Raw wool, put on the free list by the House, was also left unchanged.

Chemical schedule—Calomel, corrosive sublimate and other mercurial preparations 20 per cent. ad valorem, House 15 per cent.; compounds of pyroxlin or other cellulose esters 25 per cent., House 15 per cent.; same; if in wholly or partly finished articles, 40 per cent., House 35 per cent.; chicle, crude, 15 cents pound, House 20 cents; chicle, refined, etc., 20 cents per pound, House free.

Oils—Alizarin assistants, soaps containing castor oil, all other alizarin and all soluble greases used in dyeing, softening, finishing, not specially provided for, 25 per cent. ad valorem, House 15 per cent.

Flaxseed and linseed oil, raw, boiled or oxidized, 10 cents per gallon, House 12 cents.

Olive oil—Not specially provided for, 20 cents a gallon, House 20 per cent. ad valorem.

Zinc oxide not containing more than 5 per cent. lead, 10 per cent. ad valorem; House placed limit of lead content at 3 per cent.

Cotton Manufactures.

Cotton manufactures—Cotton thread and carded yarn, numbers 79 to 99, 22½ per cent.; House 20; numbers exceeding 199, 29 per cent.; House 25; bleached, combed, dyed, mercerized or colored, numbers 1 to 9, 7½; House 5; numbers 10 to 19, 10 per cent.; House 7½; numbers 20 to 39, 12½ per cent.; House 10; numbers 40 to 49, 17½ per cent.; House 15; numbers 50 to 59, 20 per cent.; House 17½; numbers 60 to 79, 22½ per cent.; House 20 per cent.; 80 to 99, 25 per cent.; House, 20 per cent.; 100 to 199, 27½ per cent.; House 25.

Cotton cloth when bleached, dyed, colored, mercerized, etc., numbers 50 to 59, 21½ per cent.; House 22½ per cent.; 80 to 99, 27½ per cent.; House 25½.

Handkerchiefs or mufflers not hemmed, 25 per cent.; House 30 per cent.; tapestries, madras, muslins and other woven figured upholstery goods, 35 per cent.; House 30.

Stockings valued at not more than 70 cents a dozen pairs, 30 per cent.; House 40; cotton gloves, 45 per cent.; House 35.

Bandings, beltings, bindings, etc., 35 per cent.; House 25.

Belting for machinery made of cotton or other vegetable fibre, 15 per cent.; House 25.

Wool and Metals.

Wool and woolen goods—Yarns and angora wool, 20 per cent.; House 30. Tops from angora wool, 15 per cent.; House 25; plushes and velvets from angora wool, 40 per cent.; House 50.

Metals—Iron forgings, boiler plate, sheet iron, etc., 12 per cent.; House 15; beams, girders, joists, etc., 10 per cent., House 12; bar iron, etc., 5 per cent., House 8; hoop and band iron, 10 per cent., House 12; galvanized iron, tin plates, etc.; 15 per cent., House 20.

Steel bars, mill shafting, etc., 6 per cent., House 10; steel bars, etc., when made by the crucible or other process and all steels containing alloys, 10 per cent., House 15; steel wool, 15 per cent., House 20; abrasives, 25 per cent., House 30. Wire, including telegraph and telephone cables, 15 per cent., House 20; wire rope, 25 per cent., House 30.

Automobiles value over $1,500, 45 per cent.; under $1,500, 30 per cent.; House, 45 on all.

Motorcycles, 25 per cent.; House, 40. Cast-iron pipe, 15 per cent.; House, 12. Sprockets and machine chains, 25 per cent.; House, 20. Hand-cut files, 35 per cent.; House, 25.

Sewing machine needles, 20 per cent.; House, 25. Screws under half-inch long, 5 per cent., one inch 10 per cent., over one inch 25 per cent.; House, 25 per cent. on all.

Aluminum, crude, 2c. per pound, in plates, 3½; House, 25 on all. Lead-bearing ores containing more than 3 per cent. of lead, ¾ of 1c. per pound on the lead contents; House, ½c.

Zinc-bearing ores, 12½ per cent.; House, 10. Zinc in blocks, 15 per cent.; House, 10.

Lumber—All sawn lumber of cedar and cabinet woods, 10 per cent.; House, free list.

Sundries—Shoe buttons, 25 per cent.; House, 40. Hats, 45 per cent.; House, 40. Chamois skin, 10 per cent.; House, 15. Women's or children's leather gloves, except glace, not over 14 inches in length, $2.50 per dozen pairs; House, $2. Men's leather gloves, $3 per dozen; House, $2. Manufactures of amber, 20 per cent.; House, 10. Papier mache, hard rubber, mother of pearl and plaster of paris articles, 15 per cent.; House, 25. Lead pencils, 36c. per gross; House, 25 per cent. ad valorem.

Moving picture films, developed, for exhibition, 1 1-15c. per foot; House, 20 per cent. ad valorem.

The spirits and wine schedule was amended to repeal the act of 1890, which exempted wines, spirits or grape brandy used in the fortification of wines from the $1.10 per gallon revenue tax. This change, the committee estimated, will bring in an annual revenue of about $7,000,000.

Flax, hemp and jute—Single yarns of jute, 20 per cent.; House, 25. Single yarns of flax, hemp, or ramie not finer than 8 lea, or number, 12 per cent.; House, 15; finer than 8 lea and not finer than 80, 20 per cent.; House, 25.

Carpets, carpeting, mats and rugs of flax, hemp, jute or other vegetable fibre except cotton, 30 per cent.; House, 35. Tapes of flax, 20 per cent.; House, 25.

Wearing apparel composed wholly or in chief value of flax, hemp, ramie, or combed with india rubber, 40 per cent.; House 50.

All pile fabrics, composed of flax, hemp or ramie, chiefly or in part, and all articles or manufactures from such articles not otherwise provided for, 40 per cent.; House, 45.

Bags or sacks of single jute yarns not dyed or colored, 15 per cent.; House, 25. Shirting cloth of flax, hemp or ramie, 30 per cent.; House, 35. Damasks, 35 per cent.; House, 40.

Earthen and glassware—Stoneware and earthen crucibles, 20 per cent.; House, 15. Opera and field glasses, 45 per cent.; House, 30. Telescopes, photographic lenses, etc., 25 per cent.; House, 30. Mica, unmanufactured, 4 cents pound when valued under 15 cents; 25 when valued between 15 and 75 cents; and 20 when valued over 75 cents; House rate, 30.

Silks and silk goods—Silk partially manufactured not further advanced than carded or combed silk and silk noils exceeding two inches in length, 30c. per pound; House, 15 per cent. ad valorem. Spun silk or schappe, yard not valued at more than $1 per pound, 30c. per pound; House, 35 per cent. ad valorem; valued at exceeding $1 per pound, in the gray, if in singles, on all numbers up to and including 215, 45c. per pound, and in addition thereto 10-100 of 1c. per number per pound; House, 35 per cent. ad valorem; exceeding number 215, 45c. per pound and 15-100 of 1c. per number per pound; House, 35 per cent. In the gray, if two or more ply, on all numbers, including number 215, Senate, 50c. per number per pound, and in addition 10-100 of 1c. per number per pound; House, 35 per cent. In the gray, exceeding 215, 50c. per pound and 15-100 of 1c. per number per pound; House, 35 per cent. Rates of duty upon the foregoing yarns, when colored, bleached or dyed, 10c. per pound in addition to the other rates provided for the respective yarns in their gray or undyed state; House, 35 per cent. When the gray, bleached, colored or dyed yarns are on bobbins, combs, cops, spools or beams, 10c. per pound in addition to the rates otherwise chargeable; Touse, 35 per cent. Thrown silk in the gum, on bobbins, spools or cops, if singles, 35c. per pound; House, 15 per cent. ad valorem; if tram, 55c. per pound; House, 15 per cent., if organized, 75c. per pound; House, 15 per cent., and if ungummed or further advanced in manufacture, in addition to other rates, 35c. per pound; House, 15 per cent. Sewing silks, twist, floss and silk thread or yarn made from raw silk, if in the gum, 75c. per pound; House, 15 per cent.; if ungummed or further advanced in manufacture, $1.05 per pound; House, 15 per cent.

Fabrics on which the House put a duty of 50 per cent. ad valorem were changed to specific rates per pound as follows:

Velvets, chenilles and other pile fabrics cut or uncut, composed wholly or in chief value of silk, weighing not less than 5¾ ounces per square yard, $1.25; weighing less than 5¾ ounces per square yard, but not less than four ounces, or if all the filling is not cotton, $2.50; if all the filling is of cotton, $1.75; all the foregoing weighing less than four ounces per square yard, $3.25; plushes, cut or uncut, weighing not less than 9½ ounces per square yard, $1; plushes weighing less than 9½ ounces, $2; velvet or plush ribbons or other pile fabric, not over 12 inches and not less than three-fourths of one inch in width, cut or uncut, containing no silk except that in the pile and selvedges, if black, $1.50; of other than black, $1.65; ribbons containing silk other than that in the pile and selvedges, if black, $1.75; if other than black, $2.25; for each one-fourth of one inch or fraction thereof less than three-fourths of one inch in width, there shall be paid in addition to the above rates 35 cents per pound, and in no case shall any of the foregoing pay a less duty than 50 per cent. ad valorem.

The anti-dumping clause may be eliminated from the new United States Tariff Bill. The elimination of this clause from the Bill was recommended on the 10th inst. by the Senate Finance Sub-Committee in charge of the administrative features of the measure. The dumping clause as it passed the House did not include articles on the free list, and because of this it was objected to by the Senate leaders as being discriminatory. It was first proposed that the provision be amended to include the free list, but this suggestion appears to have been finally abandoned as not being a satisfactory solution of the problem. Many Senators took the ground that the clause was impracticable, and others held that it would precipitate retaliatory action on the part of foreign nations and be disadvantageous to the extension of United States trade in foreign markets.

TRADE OF CANADA.

Shows how much more we import from than we export to the United States.

The trade of Canada for the fiscal year 1913 passed the billion mark. The aggregates of exports and imports for the last four years are:

1910	$677,142,189
1911	759,094,389
1912	862,699,832
1913	1,068,660,225

This is gratifying, but it is worth noticing that our imports are growing much faster than our exports. The following table shows the value of our imports, including coin and bullion, and duty collected during the past four years:

Year.	Total Imports.	Duty collected.
1910	$375,783,660	$61,010,487
1911	461,898,024	73,297,544
1912	547,382,582	87,548,536
1913	675,428,168	115,039,160

The total exports, including coin and bullion, were:

Year.	Total Exports.
1910	$301,358,529
1911	297,196,365
1912	315,317,250
1913	393,232,057

Our imports from the United States are out of all proportion to our exports, and are increasing, as the following table shows:

Year.	Imports from U.S.
1912	$356,358,179
1913	441,155,855

During the same years our total exports to the United States were:

Year.	Total exports to U.S.
1912	$120,534,993
1913	167,110,382

Total Exports and Imports of the Dominion of Canada for April (1st month of fiscal year.)

Exports.	1911		1912		1913	
	Domestic	Foreign	Domestic	Foreign	Domestic	Foreign
	$	$	$	$	$	$
The Mine...	2,156,814	11,254	2,384,849	3,181	2,929,884	21,559
TheFisheries	306,093	10,686	235,036	123	622,336	2.419
The Forest..	1.653,526	397	1,478,042	.....	1.869 715	.....
Animals and their Produce..	1,671,775	14,033	1,032,168	26,214	1,744,648	23,557
Agriculture.	3,051,035	51,475	5,936,313	60,261	11,365,018	5,648
Manfactures	2,102,368	455,528	2.601,537	426,747	3.478,598	744,517
Miscellan's.	1,621	64,841	9,044	46,141	6,681	107,659
Total Mdse.	10,943,232	607,854	13,676,989	562,667	22,016,880	905,359

Corn and bullion not included in above.

Imports	1911	1912	1913
Dutiable goods	$20,164,063	$30,214,139	$32,431,932
Free goods	11,514,911	15,393,352	16,056,348
Total imports	$31,678,974	$45,607,491	$48,488,280
Duty collected	5,265,450	7,860,759	8,463,576

The Electric Steel & Metals, Ltd., contemplate the erection of a plant in Welland, Ont., for the manufacture of light steel castings, mining bar and tool steel, etc., and they expect to employ about two hundred men at the start. The company is capitalized at half a million.

THE SMALL ELECTRIC MOTOR.

It is Being Used in Numerous Ways to save Labor and Expense by the Manufacturer, the Housekeeper and the Farmer.

THE electric motor is relieving life of the small drudgeries in home and shop, and in the field, as well as taking its part in the world's greatest engineering efforts. If steam is the giant, then the small electric motor may be called the black dwarf, which does things quicker, steadier, more continuously and in places where man would be helpless.

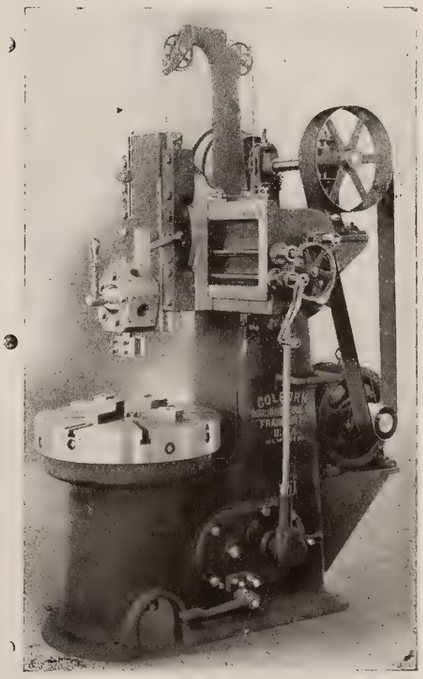
The range of mechanical operations that can be effected by electric motors is widening daily, and there is scarcely a position or condition for which a motor is not provided.



Small Motor Operating a Sign Flasher.

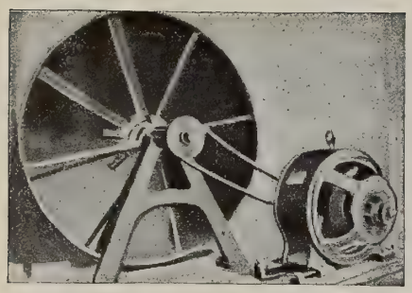
The owner of a ⅛ H.P. motor bought it originally to run his washing machine. It proved such a success that he looked for other uses, and soon had it driving his foot-power lathe. Then he bought a small chuck which fitted the motor shaft and carried emery wheels, buffing and polishing wheels, small circular saws, grinding wheels and other devices, a mere recital of which suggests the possibilities of the small motor as an agency for polishing silver and other metal surfaces, grinding tools and implements, sharpening knives, etc., and doing these much quicker and better than by hand.

In the home, the hotel or restaurant, one of these can be



Electric Motor Attached to a Boring Mill.

put to work in a variety of ways, such as operating the washer and wringer, washing dishes or turning the ice-cream freezer, running the ironing machine, or maybe operating a small pump or air compressor, revolving the dough-mixer,



Small Motor Running a Band Saw

egg beater, meat chopper or coffee-mill, giving life to a dumb waiter, or clearing out foul vapors by a ventilating fan.

In the office, the letter opener, envelope sealer, duplicating and addressing machines, coin counters, or adding machines, may all be worked by motor.

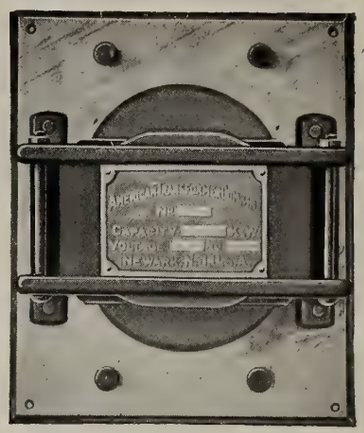
In the store, revolving window displays, sign-flashers, and the nimble cash carrier, depend mostly upon motor power, and the butcher's meat chopper is being harnessed to the same agency.

For the jeweler, optician, dentist, and garage manager the small motor is almost indispensible, the two latter being specially served by the operating of air compressors, or in the use of the flexible shaft—in the one case for "painless" drilling and in the other, for the cleaning and polishing of the numerous metal surfaces of his "machines." Even the humble peanut may have a better and cheaper roast, and the candy spinner be given more regular gyrations by aid of the small motor than by hand, while the printer and bookbinder in running their typesetters, ruling and routing machines by small motor power can save much time and energy better employed in other operations. In a word, wherever a monotonous, constant, lengthy, turning or other regular motion is required, there the small motor does work more cheaply and better than any hand power can do it. But one of the latest and most novel applications of electric energy is in the direction of farm life; being at once a result of the extension of hydro-electric systems, and a reason for further extension thereof.

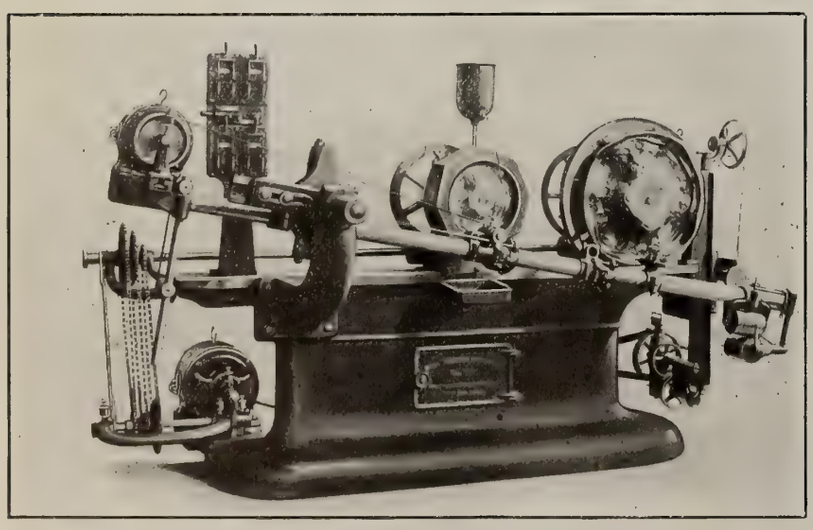
Experiments along this line have been made showing very favorable results, and in view of the perpetual scarcity of farm help the small motor would seem to be "just the man" the farmer wants. It will not strike for higher wages, nor leave him in the busy season, nor be a charge in idleness—but it can run the cream separator, the churn, feed cutter, root cutter and corn sheller, it can saw his wood and even run the threshing machine, besides bringing all his water to the house, and make no complaint.

The small motor is now found in wood-working plants where the band-saws and shapers are, in pulp and paper mills driving individual machines, in refrigerating plants and the new shoe repairing establishments, even in cement mills and fertilizer plants where dust and grit are flying it works just as well.

Indeed the reign of the electric motor is only beginning, the reasons in its favor are so many; among them, compactness as compared with boiler and engine, sustained energy, easy control, greater safety, quiet and cleanliness, and the fact that they can be placed on walls and hung from ceilings. Then there is low operating cost—any device requiring the strength of a full-grown man to operate, can be driven all day by one of these motors for a very few cents, and the cost ceases when the motor stops.



Motor Giving Life to a Ventilating Fan.



Small Motor Attached to an Engraving Machine.

BRITISH RATES UP.

A preliminary notice has just been issued on behalf of the railway companies of the United Kingdom to the effect that on and after July 1 the rates for merchandise traffic by goods and passenger trains will, with certain exceptions, be increased.

This increase is the outcome of the recently passed Railways Act, which gives the companies power to raise rates to compensate them for increased expenses as a result of the settlement of the strike of August, 1911.

WAREHOUSE FOR SALE IN WINNIPEG.

A modern, well-constructed warehouse, in Winnipeg, five storeys and basement, with light on three sides, is offered for sale by the Dominion Radiator Company, Toronto, from whom full particulars may be secured. In writing kindly mention INDUSTRIAL CANADA.

OPEN FOR ENGAGEMENT.

Advertiser, who has had long and successful association with the agricultural implement trade (steam and gas engines, boilers, threshing machines, farm and harvester machinery, lawn mowers, etc.), also railway carriages, tramcars, bridges and wagons, with the largest works in England, is open to an engagement in Canada or the United States. Address W. T. Durrant, 89 Woodlawn Avenue, West Toronto.

WICKETT AND CRAIG FILLING ORDERS.

Wickett and Craig, Toronto, are transacting business in spite of the fire which visited their plant on June 16th. The central part, which is the old part of the factory, was practically wiped out; but the newer part, including the beam house and boiler room is intact. By installing additional motors the firm will be able to go on with their regular work without any serious interruption. The actual damage appears to be about $225,000.00, which includes about $150,000.00 on stock.

NATIONAL CITY PLANNING

By J. M. McINTOSH.

EDITOR'S NOTE:

Mr. J. M. McIntosh, Secretary of the Toronto Branch, C.M.A., attended the National City Planning Conference held in Chicago in May. The following is his report, in part, read before the annual meeting of the Toronto Branch. While its conclusions deal with Toronto, they are also applicable to other manufacturing cities of Canada.

SOME years ago the Commercial Club of Chicago instituted investigations, and after spending over $100,000 employing the best architectural and engineering skill obtainable studying conditions at home and all the world over, gave to Chicago a plan upon which the city may work for sixty years, a plan beautiful in its conception, humanitarian in its detail. This Club has since spent over $100,000 in its promotion. A text book has been prepared, based upon it, which is taught to 30,000 school children daily. It has become part and parcel of all the civic ideals. It is the keynote of the Chicago spirit.

It contemplates the replanning of the central portion of Chicago; changing its entire aspect, giving to the land upon which the city is built its maximum of efficiency. It contemplates placing railroads where they can perform the best service to the advantage of the owners and the users. It contemplates the reclamation of hundreds of acres of submerged lands for public use. It contemplates giving back to the humblest Chicago citizen the privilege of living under conditions conducive to his physical, mental and moral upbuilding.

I speak of the Chicago plan for the reason that it is more daring in its conception, and more comprehensive in its detail than any other plan in existence, re-making a city unattractive, unsavoury, built to a large extent upon a reclaimed marsh, and substituting a city practicable because it will be beautiful and beautiful because it will be practicable. And why all this? Because it pays. It pays in dollars. It pays in lives and it pays in souls.

City planning does not consist in devising a civic centre. It is not a movement to clean out a slum area and put something nice in it. It does not suggest that municipal development will be perfected by providing parks and playgrounds within easy reach of all sections of the community, and linking them up with boulevards so that visitors may be motored all over the city without seeing anything to offend their delicate artistic sensibilities. But it is a combination of all the forces that make for these improvements, together with those who are planning for better housing, better transportation, to the end that all public institutions and properties may be corelated into one broad general humanitarian movement that will make for the uplifting and upbuilding of the great mass of citizenship, and that will assure the communities enduring prosperity.

Planning the Campaign.

A city planning programme may embody three logical divisions: obtaining public support, the planning itself, and putting the plan into execution. It may be argued that obtaining the plan itself should be the first logical division, for without a concrete subject for discussion public support would be difficult to win, but experience has proven in many cases that movements of this character are instituted by a small group of people sufficiently interested to work for results. The function of the governing body of the community is to interpret public opinion and to put into execution a compromise between extremes, so that the public support desired must commence among those who realize the importance of building up a civic structure founded upon definite basic principles. Among the first documents collected will be plans prepared for other communities during the first quarter of the century. It will study the physical environment, the social facts, the habits and tendencies of the community, the economic and financial conditions and the legal and administrative structure. It will make a survey of housing conditions, the principal industries, transportation facilities, both passenger and freight. It will study all existing maps, among which may be noted those published by public service corporations, private individual surveyors, and insurance maps, and from this broad and comprehensive survey may then be developed a plan, convenient, beautiful and economic. It will look forward to the status of the city fifty years hence, the bases of the original plan will become accepted principles for future plans, even though some details will become impracticable. In any live city there are certain current projects that dominate the movements or tendencies of the people. The plan must adopt and keep pace with these movements, every project should fit into the general plan. There is no particular place of beginning, there is no logical end in sight. A movement once started cannot pause in its development. What the movement would be concerned with is the continual vital organism of the development of the city. It should analyze the basis of the city's prosperity in order to induce a prosperity that endures. Having then developed some measure of public support, and having devised a plan, it should be placed in the custody of the civic administration and adopted as the basis for all civic improvement henceforth. Having adopted the basis for a plan the community should cultivate the habit of planning. Chicago's rising generation is being taught the Chicago plan in every phase of its significance. It requires nothing more than a statement of this fact to suggest the effect that this will have upon the development of civic interest when a larger citizenship is opened up to these pupils.

Transportation Problems.

Traffic automatically follows the shortest route, so that it obviously follows that if traffic centres of restricted areas are established, that congestion will result, that if artificial obstructions to traffic routes are allowed, valuable time and energy will be consumed in getting around these obstructions. The bisection of a square diagonally means a saving in distance of approximately 25 per cent. If traffic flowing between two dense centres situated at diagonally opposite points of a square is forced to find its way by following thoroughfares at right angles one to the other as it does in cities laid out upon the so-called checkerboard plan, obviously an efficiency of 25 per cent. is being lost. This loss of efficiency is of course absorbed into cost of production and like many other things is not observed, but if an estimate of this could be made and capitalized the effect of the study would be far-reaching. A suggestion might here be made that all other things being equal the manufacturer in the city with direct thoroughfares between

important traffic centres would have an obvious advantage over his competitor in communities where the checkerboard plan obtains. Bion Arnold, of Chicago, says that the ideal transit system would be to take a circular area of land as an example, thoroughfares commencing in the outskirts, where traffic would be the least dense, at distances of about a quarter of a mile apart, running right through the area to points diametrically opposite, converging in the centre or where traffic is most dense, but providing in the centre ample area to handle the density of traffic. A somewhat startling statement was made in Chicago by a well known transportation expert that no city could afford to have subways—that where subways have been built there have been a charge upon the public in addition to the fares collected for transportation. The thought suggested by the speaker was that subways have been forced upon communities by reason of unregulated planning. Subways have been forced upon cities to produce an efficiency that has been lost through failure in earlier development to comprehensivly plan main traffic thoroughfares. The tendency has been for main traffic thoroughfares to follow growth rather than for the growth to be guided by the establishment of basic thoroughfares.

A Freight District.

Turning then to the consideration of freight traffic, in any large community a great number of cars are brought into various railway yards, switched to other yards, and then drawn out of the community unopened. Other cars are brought into the yards, unloaded and their contents carted across the city, placed in warehouses, only to be carted away again, loaded into cars and shipped out of the city. All of this involves expense, which adds to the selling price of merchandise. The suggestion made to overcome this wasteful effort is to establish a large freight and warehousing centre, where cars not consigned to the community would be segregated and merchandise intended for reshipment would be warehoused and handled to a large extent by machinery. It has been stated that the railways in Toronto are at the present time about 1,200 cars behind in their deliveries, due to terminal congestion.

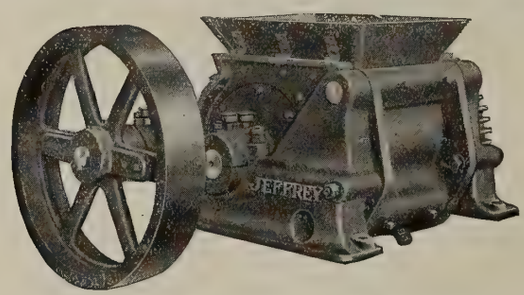
Then we may turn to that part that the landscape architect plays in city planning. To him we look for the artistic development of our parks and the linking up of parks and boulevards. The usefulness of this feature of city planning has been indicated in its effect upon human life in garden cities, but I would also suggest the effect that it would have upon character. The child bred in comfortable and artistic surroundings would certainly develop a higher sensibility than the child bred under crude conditions.

Then there is the commercial side of artistic development. The city beautiful attracts people to it, and the people that are attracted to beautiful cities usually spend considerable money. It is said that Paris could retire its bonded indebtedness with the money left there by its visitors.

Administrative.

While there is a very pronounced movement vibrating through all sections of the United States for improved municipal conditions, judging from the tenor of the deliberations at the last two City Planning Conferences which I have attended, the stone wall that confronts the city planner is the legal and administrative structure that has developed through the unrestricted encroachments of individual interest. The powers of cities in the United States are given to them by the State Legislatures through the medium of charters, which in their application affect only the community concerned. These charters are of course subject to amendment upon application to and with the consent of the legislature, as public sentiment may warrant, but it follows that, inasmuch as the legislation asked for would apply to individual communities, there would not be any general application to all municipalities of advanced ideas upon the subject of civic administration. In Ontario the powers of communities are obtained through the Provincial Legislature by virtue of the Municipal Act and amendments thereto, but unless otherwise stated, the Act and its amendments apply to all incorporated municipalities, so that our legal and administrative structure tends to build up our cities upon uniform lines. In some communities in the United States where the opening up of a new thoroughfare is expedient and where it would be in the public interest to expropriate property in excess of actual requirements, or to apply the principle of assessing the cost against the property particularly benefited, the improvement is blocked for the reason that the power to apply these principles is not embodied in the charter. It can be readily understood then the difficulty that would arise if powers of this kind were applied for, if in the background of an application there was a projected improvement. The private interests involved could, if they were so inclined, make it extremely difficult to get the amendment through. Our legislatures are not hampered by the technical restrictions which prevail in the United States, by reason of the reservations or limitations in the Federal or State Constitutions. There is nothing for instance to prevent our legislatures from terminating a perpetual franchise or otherwise legislating in derogation of vested rights.

Municipal charters like private charters are regarded as contracts between the legislature and the corporation created by the charter, and rights once vested under such charters cannot be disturbed by legislation. In Ontario, under the Municipal Act, the city may expropriate land 200 feet on either side of any projected improvement and resell it at the increased value that would obviously follow the improvement, in this way recouping for the community a large portion of the cost of the improvement, or on the other hand the property particularly benefited may be particularly assessed.



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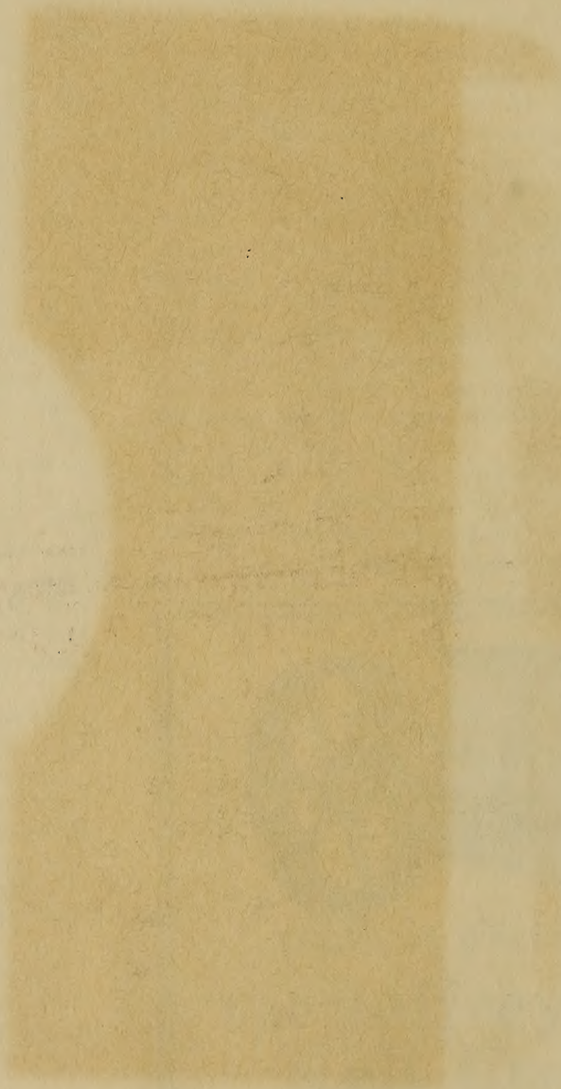
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